



INTERNATIONAL CONGRESS 2023

MILAN Italy, 9-13 September





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Welcome from the ERS & Review from Barcelona

C. Robalo Cordeiro, ERS President

ERS Presidential Cycle





Silke Ryan

Vice President



Monika Gappa

President Elect



Marc Humbert

Past President



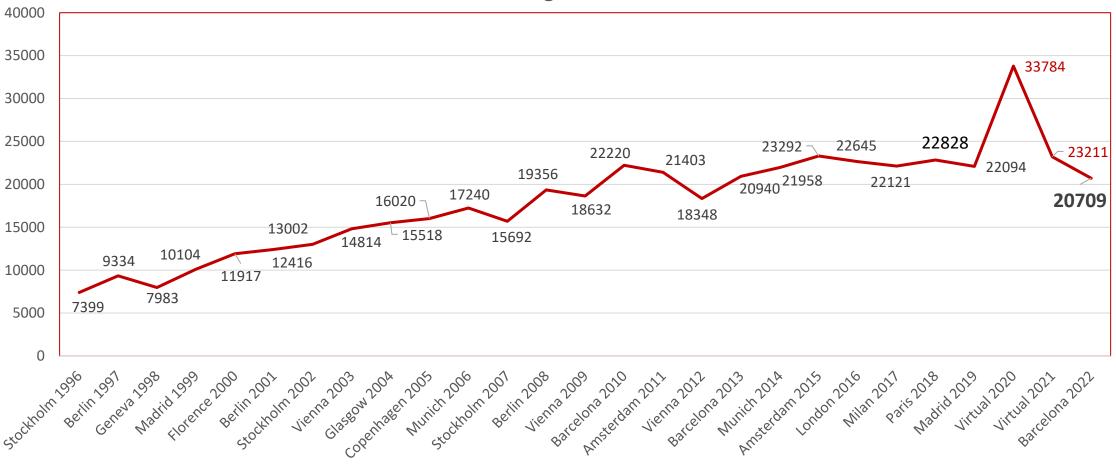
Carlos Robalo Cordeiro

President

Congress Attendance Evolution







ERS Congress Barcelona - Overview



Madrid 2019		Virtual 2020		Virtual 2021		Barcelona 2022	
Spain	3365	United Kingdom	2647	United Kingdom	2182	United Kingdom	2217
United Kingdom	1683	Spain	2183	Italy	1242	France	1105
Germany	1647	Italy	1806	India	1170	Spain	1091
Italy	1145	India	1565	Germany	999	Germany	986
France	1133	Germany	1459	Spain	923	USA	912
USA	1008	Brazil	1305	France	779	Italy	877
Netherland	732	United States	983	Switzerland	740	Netherlands	697
Switzerland	717	France	889	United States	737	Switzerland	635
India	635	Mexico	883	Netherlands	701	Belgium	534
Turkey	450	Netherlands	866	Portugal	663	Portugal	403

Barcelona 2022 Registration Details



Top 10 countries groups reg.

Country	Total		
United Kingdom	1104	11%	
France	651	4%	
Italy	627	4%	
Spain	616	4%	
Germany	541	3%	
Belgium	349	2%	
USA	335	2%	
Portugal	309	2%	
Switzerland	297	2%	
Austria	256	1%	

Top 10 countries individuals Reg.

Country	Total		
United Kingdom	1113	14%	
USA	577	7%	
Netherlands	480	6%	
Spain	475	6%	
France	454	6%	
Germany	445	6%	
Switzerland	338	4%	
Australia	302	4%	
Italy	250	3%	
Canada	205	3%	

Top 10 countries online reg.

Country	Online		
United Kingdom	850	14%	
China	250	4%	
Germany	248	4%	
Switzerland	231	4%	
Belgium	212	4%	
Brazil	199	3%	
Netherlands	198	3%	
France	190	3%	
Spain	178	3%	
Mexico	160	3%	

Themes of the Presidency



- International Respiratory Coalition/IRC Summit june 2023
- Respiratory Channel
- Environment/Climate change/Respiratory Health/Green Agenda
- Patient's empowerment and support: ILD/TB Task Force
- ERS Strategy update





INTERNATIONAL CONGRESS 2023

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Welcome to Milan

M. Bonsignore & S. Harari, ERS Congress Chair & Co-chair

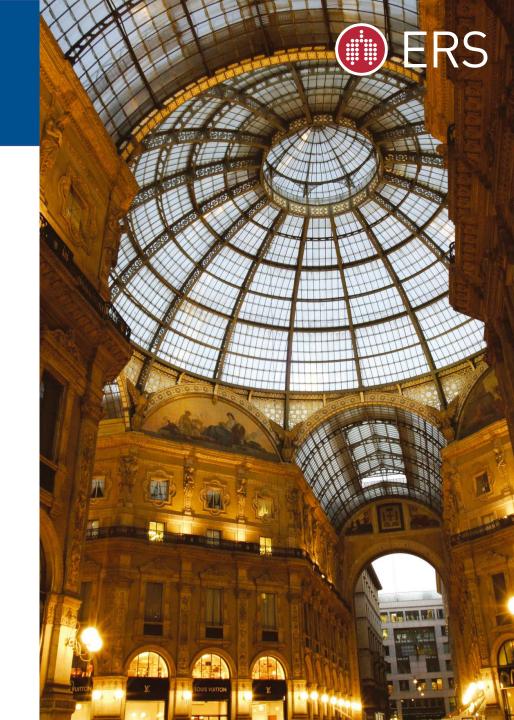
Milan. Historic Heart, modern vitality

The Ancient Romans called it "Mediolanum" since it was in the centre of the connecting roads of the time. It is still one Europe's most welcoming cities, and easy to reach from over 200 destinations

Leading city in the world economy and a centre of international trade and finance

Very dynamic city, produces 10% of Italian GDP

10 universities, 25% of all Italian research production



Some numbers



A city devoted to environmental innovation

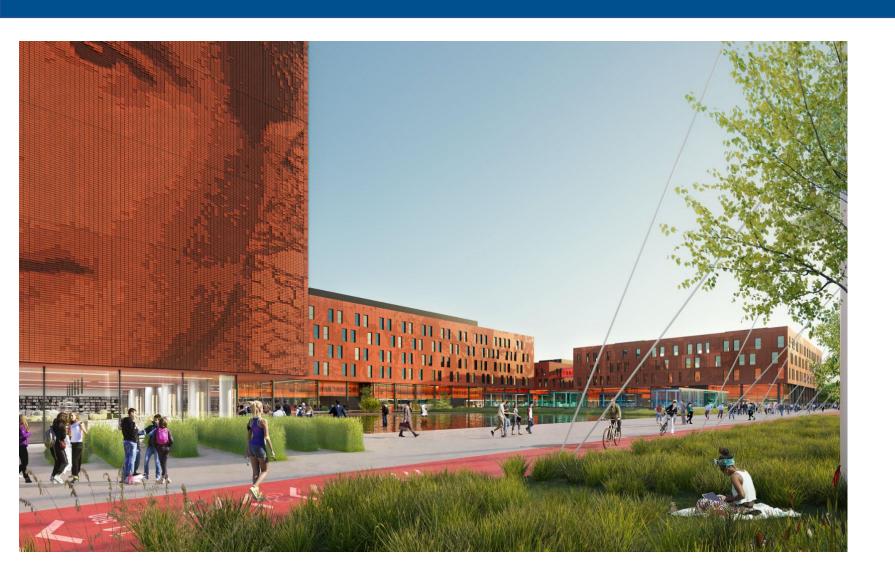
200 buildings with green certificationsMany new environmentally restored areas

Green mobility: 290 Bikemi bike-sharing stations offering **3,650** regular and **1150** e-bicycles, and **218** km of bike lanes



Milan Innovation District (MIND)

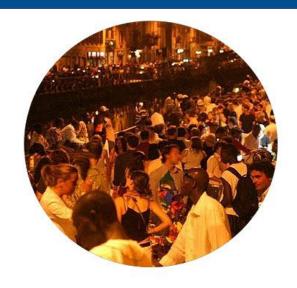




New Campus of Statale University (190,000 m², 23,000 people)

Multidisciplinary setting to promote scientific synergies in an sustainable environment strongly oriented towards innovation

Entertainment, restaurants, shopping, sports







Restaurant
3,900 coffee, drinks
and bar
107 wine bar
158 cafeteria
126 ice cream shop
1,657 restaurants and
pizzeria



Shopping paradiseOver **150** brands located in the Fashion District



Sports
Soccer (Milan and Inter)
Basket (Armani Jeans)
Volley Milan
Rugby
Hockey on ice
Stramilano Marathon

Cultural attractions downtown











Theatres, Museums and Churches
Over 60 Museums, 40 Theatres
Over 40 Art galleries
Churches, Basilica's and Abbeys

Monuments, Villa and Palazzo
Palazzo Reale, Castello Sforzesco,
Arco della Pace
Galleria Vittorio Emanuele

Torre Branca, Villa Reale

International events



World Expo 2015

2026 Winter Olympics jointly with Cortina

New Olympic Village and Hockey Arena planned

Public work funded to enhance access to the Olympics

Strict respect for environmental sustainability

ERS Congress in 2017

High number of participants

Major improvement in the Congress Center

(Allianz MiCO) and new development in the surrounding area since then





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Scientific programme

N. Roche, Science Council ChairChair International Congress Programme Committee



- Presentation of the latest developments in respiratory medicine and science
- Integration of basic science, clinical research and guidelines
- Alignment of educational and scientific topics
- Implementation of new technologies in respiratory medicine
- Advances in diagnosis and management of respiratory diseases
- Update on pandemics, air pollution, treatments and comorbidities

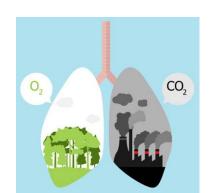




Pollution, Climate change and Sustainable development









Congress format



- Main sessions
 - 11 rooms for scientific and abstracts sessions
 - Including rooms equipped for hybrid sessions
 - 2 rooms for workshops
- Poster session area with several sessions scheduled per day
- 1 TV Studio
- Congress platform
 - All abstracts available as E-posters
 - Pre-congress materials available 2 weeks before live sessions
 - Congress replay available until the end of the year





Congress programme



	ABSTRACT	ALERT - Randomised controlled trials, Oral presentation, Poster sessions, ePosters
	CASES	Included in sessions such as Lungs on fire
	FACULTY/OFFICER DEVELOPMENT	NEXT programme, Chair and presenter training
O O	POSTGRADUATE	Postgraduate course
	SKILLS	Skills workshop, Clinical skills zone (simulators)
?	SYMPOSIA	Year-in-review, Journal, Hot topic, State-of-the art, Pro-con debate

Sessions' duration



Session type	Slots	Duration	
Main sessions (incl. Symposia, Hot topics, Journal, State-of-the-art, Lungs on fire, Respiratory meets other disciplines, ALERT, etc)	~ 80 sessions	1h30	
Oral presentations and Mini-symposia	~ 90 sessions	1h15	
Studio sessions (incl. Pro-Con debate, Language, Year in Review etc)	~ 20 sessions	30 minutes to 1h30	
Postgraduate courses	13 sessions	3h30	
Skills workshops	15 sessions	2h30	
Poster sessions	TBC		

Important dates



December 2022 - 14 February, 2023

Open call for Scientific Awards (ERS Mid Career Gold Medals, Lifetime Achievement, Early-Career Member, Lecture Awards)

End of November, 2022

Confirmation of agreements with Industry for sponsored Awards

1 December, 2022 - 15 February, 2023

Online abstracts and cases submission (including applications for sponsored Abstracts Travel Grants and ERS Sponsorship) 19 December, 2022 – Mid-March, 2023

Online Hot Topics submission

Mid-May, 2023

Results of awardees

1-31 May, 2023

Submission of Late-Breaking Abstracts

Late-June, 2023

Last deadline for Randomised Clinical Trials submission

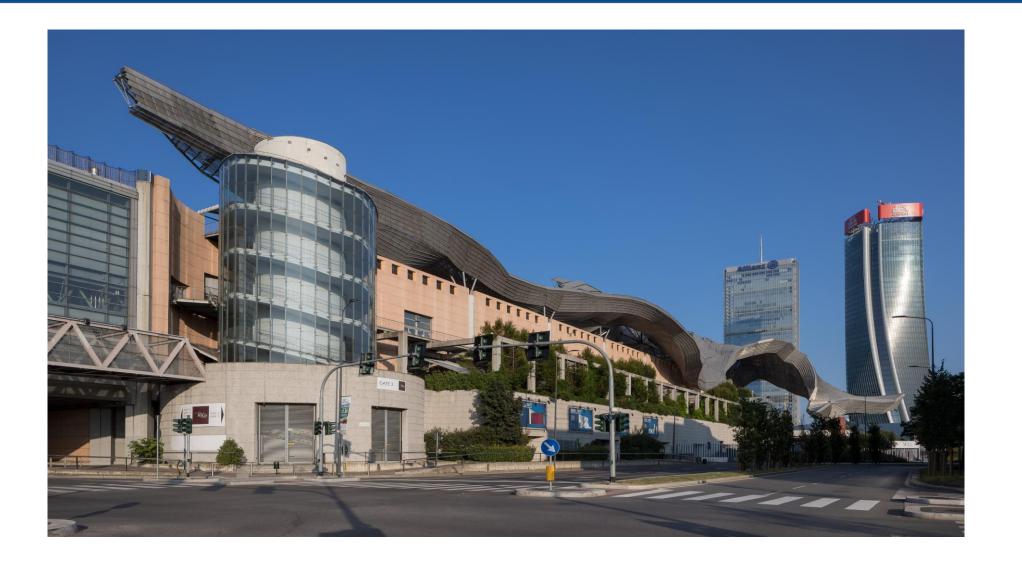




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Infrastructure & Congress layout

P. Foo, ERS Congress & Events Director



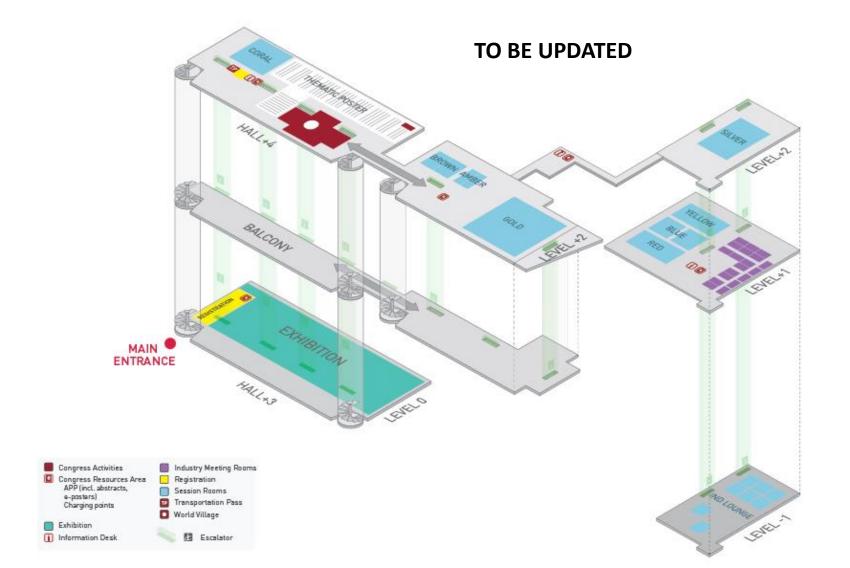
Allianz MiCo and surrounding area





Congress layout





Capacity Indication

Programme

11 Session Rooms

2 Skills workshops

1 TV Studio

Corporate Relations

Exhibition Space

2 Industry workshops





INTERNATIONAL CONGRESS 2023 MILAN Italy, 9-13 September

Industry opportunities & Congress feedback

S. Sealy, ERS Marketing & Corporate Relations Director

Opportunities at Congress





Key resources



Sponsors' site



Industry sessions



Exhibiting at Congress



Sponsorship and Advertising

 To host a vibrant event that caters for the real demand of participants and partners.

Make significant steps to address green issues

 Continue to use technology to allow greater access to HCPs who choose not to travel

Organising a Greener Congress



ERS will make significant steps to organise a greener Congress

- Congress Centre
- Carbon Footprint offset
- Congress Planning
 - Flooring
 - Catering
 - Electricity
 - Etc.



All exhibitors are asked to consider the following aspects when planning their participation in the exhibition.

- Catering & Hospitality
- Waste Disposal
- Construction materials
- Flooring

- Lighting and electricity use
- Equipment
- Paper free
- Re-useable furniture and fittings



On application partners are expected to indicate their policy to construct and manage an exhibition stand that addresses key issues.

The spirit is one of self policing but recommendations will be made where issues have not been addressed

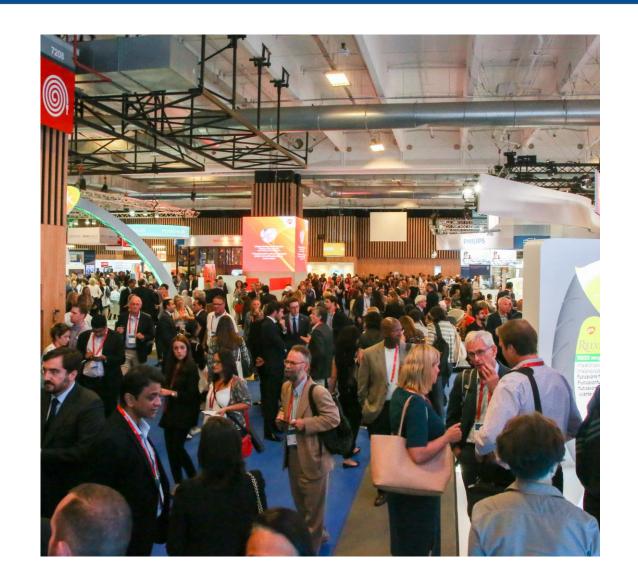
The recognition of the best three stands will take into account the design and management of stands that have best embraced the aim to host a greener Congress

Exhibition



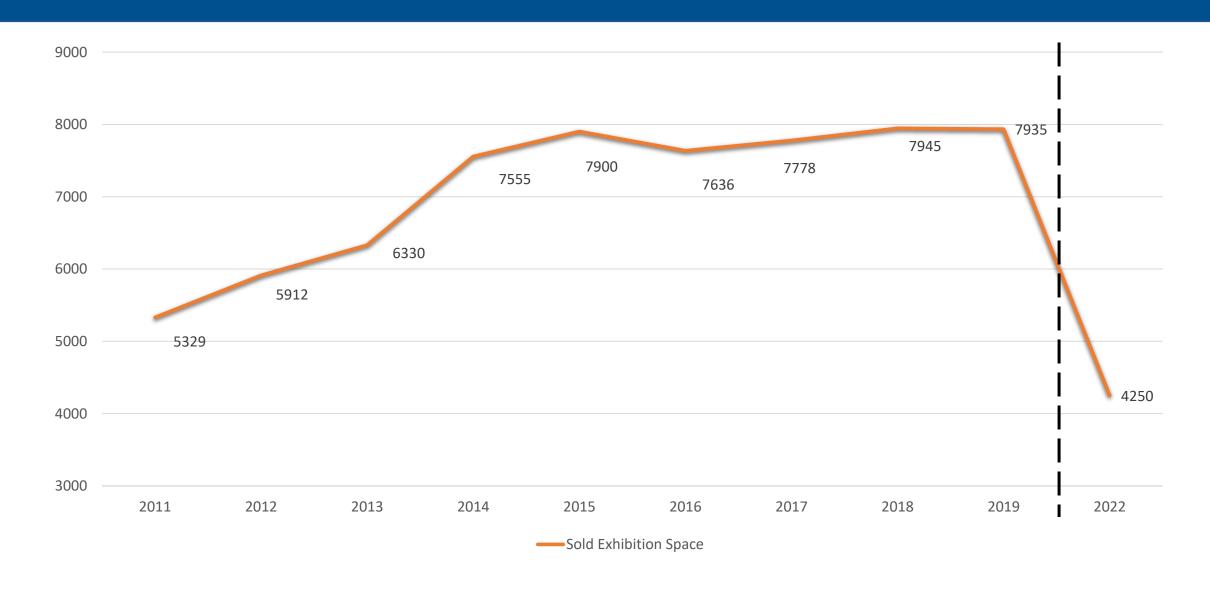
Number of exhibitors: 107

Occupancy: Sold out



Exhibition Size





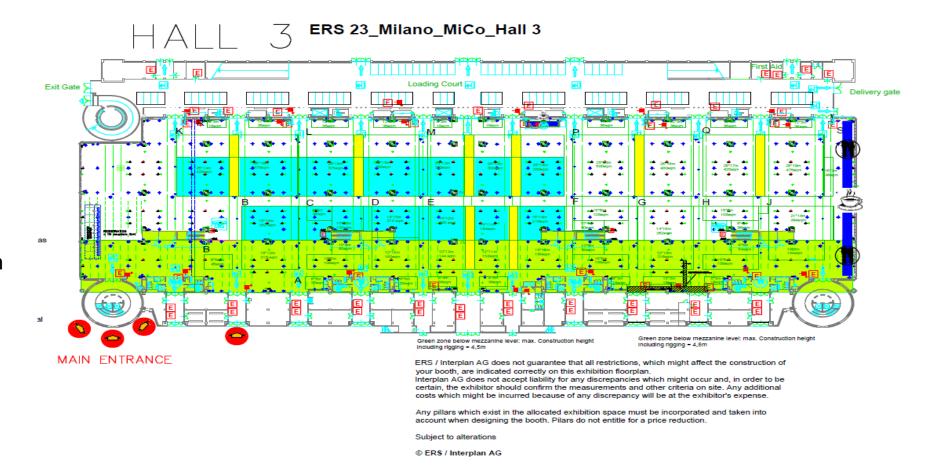
Exhibiton layout & Price



Prime space EUR 720 / spm

Regular space EUR 598 / spm

Waste Disposal EUR 2.50 / spm



Lunchtime sessions in the exhibition



Available to:

Companies hosting an Industry session or with a stand of +100sqm

Schedule:

Sunday, Monday, Tuesday

12:15 - 14:15



Exhibition Timings



Opening and closing times

Soft breakdown from Tuesday 17.00

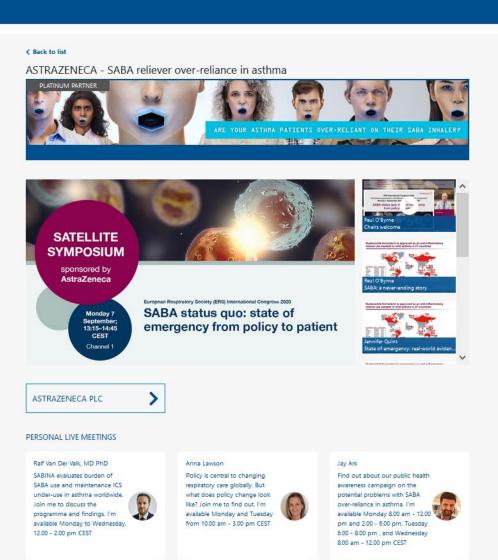
Main breakdown Tuesday 18.30 - Wednesday 7.00 am.

Further breakdown can take place from Wednesday 12:30

Virtual opportunities



Company Virtual Basic Page EUR 1000.Individual statistics Dashboard EUR 500.Lead Generator EUR 500.Video on the ERS focused page EUR 500.Premium pages (layout changes) EUR 2000.Welcome Lounges EUR 2000.-



Join / request meeting

Join / request meeting

Join / request meeting

Exhibition process & Deadlines



ERS

- Applications
- Allocations
- Contracts
- Stand approval
- Invoicing

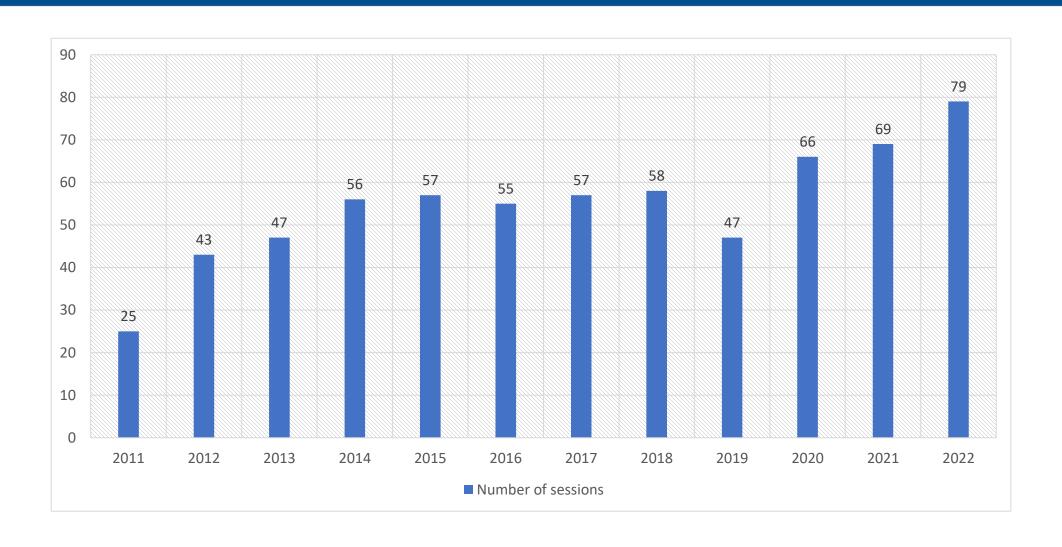
INTERPLAN AG

- Pre-Congress support
- Onsite technical support
- Industry meeting rooms
- Exhibitors registrations

Deadline for ordering stands of +40sqm December 15th

Total number of Industry sessions





Industry symposia



- Sunday and Monday -> emphasis on Lunchtime and Evening slots
- Tuesday -> emphasis on Morning and Lunchtime slots
- Catering possible in all rooms lunchboxes only
- 11 rooms onsite, plus one virtual channel
- 6 rooms equipped for livestream
- Possibility to record the session in every room to be available on replay.

Industry symposia time slots – Sunday and Monday



- Early Morning, 07:15 08:15 CET
 - 462 PAX
- Lunchtime, 12:15 13:15 CET
 - 800 PAX x3 (+ overflow)
 - 660 PAX
 - 462 PAX x2
- Lunchtime, 12:45 13:45 CET
 - 756 PAX
 - 540 PAX
 - 520 PAX
 - 484 PAX
 - 480 PAX

Evening, 17:30 – 19:00 CET

- 800 PAX x3 (+ overflow)
- 756 PAX
- 660 PAX
- 540 PAX
- 520 PAX
- 484 PAX
- 480 PAX
- 462 PAX x2

Industry symposia time slots – Tuesday



- Early Morning, 07:15 08:15 CET
 - 800 PAX x3 (+ overflow)
 - 660 PAX
 - 462 PAX x 2



- Lunchtime, 12:15 13:15 CET
 - 800 PAX x3 (+ overflow)
 - 660 PAX
 - 462 PAX x2
- **▶** Lunchtime, 12:45 − 13:45 CET
 - 756 PAX
 - 540 PAX
 - 520 PAX
 - 484 PAX
 - 480 PAX

Industry Mini Symposia



- Sunday and Monday Evening
- 17:30 19:00 CET
- 150 PAX x2
- No livestream nor webcasts available



Industry Skills Lab



- 3 slots per day:
 - 08:00 08:45 CET
 - 10:30 11:15 CET
 - 14:00 14:45 CET
- 150 seats theatre style + demo tables on the side
- No livestream and no webcasts available
- Set up change possible but charged to the company

Virtual offering – Industry Sessions



Virtual symposia

- Morning, 07:15 08:15 CET
- Lunchtime, 12:45 13:45 CET
- Evening, 17:30 19:00 CET

Basic Symposium Gallery page (already included if you book a session): including:

- Session tile
- Session description
- Disclaimer
- 3 PDFs
- Webcasts player

Addons:

Teaser banner and video: 1'000 euros

Virtual sessions views



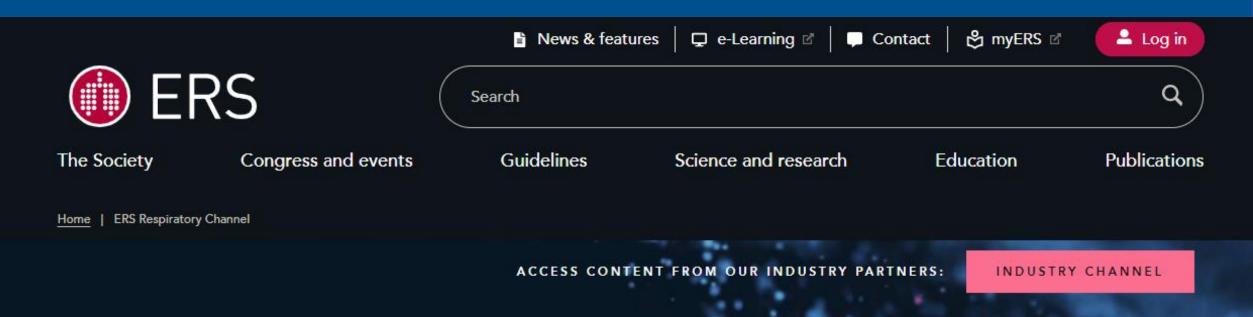
41 sessions livestreamed

Averaged 400 + live viewers per session

Opportunity to limit remote access from onsite participants

More visibility







Welcome to ERS's digital channel!

Access a range of online content, including live events and courses, webinars, panel discussions, podcasts and much more.

Sponsorships / Advertising



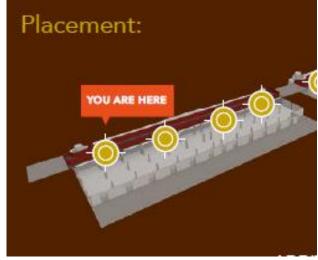
4 Escalators in Exhibition hall

- 1 main entrance escalator
- outside + inside branding
- 60'000 EUR
- 3 additional escalators, inside branding

only

40'000 EUR per escalator









4 Drop down banners

- inside the exhibition
- 400 x 500cm
- 20'000 EUR per banner

2 Outside banners

- On the way to the Congress entrance -Outside hall 3
- 600 x 300cm
- 20'000 EUR per banner









Sponsorships / Advertising









More Sponsorship Opportunities:

- ERS Central
- ERS Congress Ressources (+ charging stations)
- Abstract on USB Keys
- Water Stations
- ERS APP*
- Push Notifications

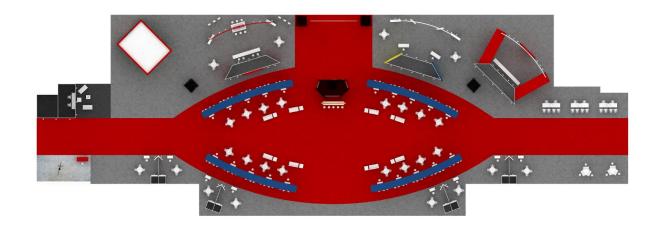
More Advertising Opportunities:

- Industry Emailings
- ERS Emailings
- Exhibition Screens
- Web Banners
- And more...

World Village



Hall 4 ERS Central









Metrics from Barcelona

INTERNATIONAL CONGRESS 2023

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General metrics - Profile pages



Number of profile pages: 122

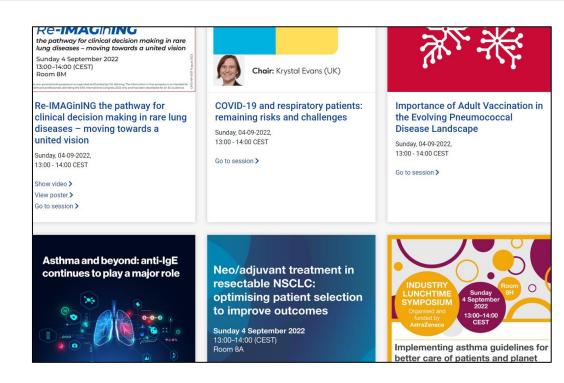
Number of visits to Company Profile Pages: 29,420

Number of downloads of PDF documents: 932

Metrics from Industry Symposia



- Number of sessions: 61
 - 41 livestreamed
 - 6 only in virtual
- Number of participants in total: 16,966 *
- Average watch time in total: 30 minutes
- Average unique live participants in total: 400 +
 - 2 sessions of more than 800 participants
 - 45 sessions of between 200 800 participants
- Number of questions asked: 1,761



Most attended Industry Symposia (Virtually)



OVERALL

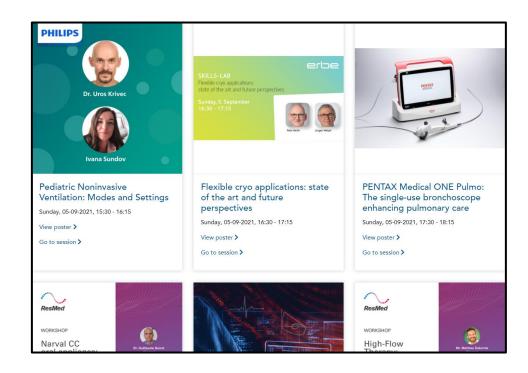
- 1. COPD management today: Made-to-measure or one-size-fits-all?— Boehringer Ingelheim
- 2. Management of Pulmonary Fibrosis: What Now?- Boehringer Ingelheim
- 3. Biomarkers Matter in the Long-term Treatment of Severe Asthma- Sanofi and Regeneron

Most attended Industry session: 845 unique participants

Metrics from Skills Labs



- Number of sessions: 18
- Number of participants in total: **5,605**
- Average live participants in total: 467





Most watched in replay:

- 1. Understanding RSV: Identifying high risk adults— Janssen
- Biomarkers Matter in the Long-term Treatment of Severe Asthma- Sanofi & Regeneron
- 3. COPD management today: Made-to-measure or one-size-fits-all? **Boehringer Ingelheim**
- 4. mRNA science: Transforming the management of respiratory infections— Moderna
- 5. Management of Pulmonary Fibrosis: What Now? Boehringer Ingelheim





Delegate research

Survey 605 delegates

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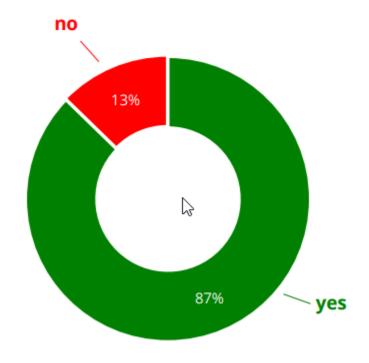
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Key messages from the survey



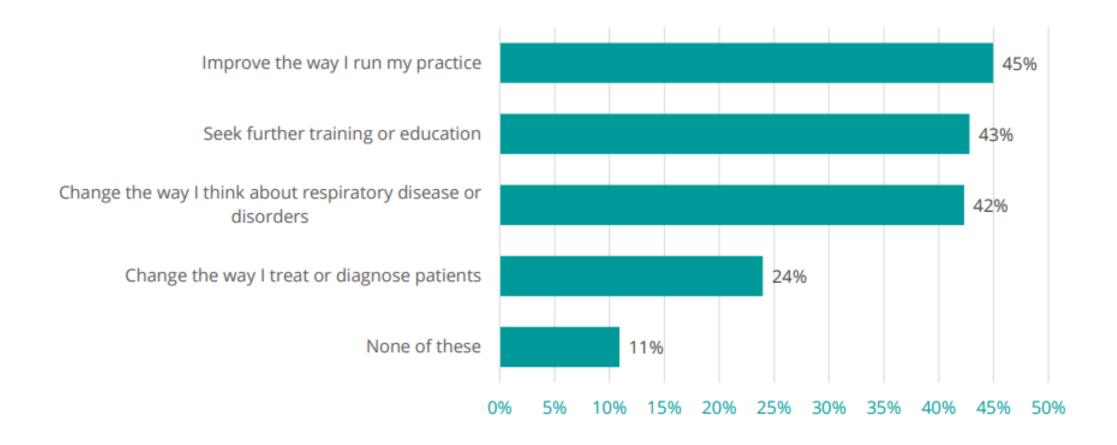
- Industry participation highly valued
- New scientific data & networking
- 35% of delegate time interacting with Industry partners
- International meetings, courses and workshops are preferred way for HCPs to continue their medical education

Have you visited the Exhibition?



Impact of the ERS Congress on the HCPs







Pharmaceutical companies

- 1. GlaxoSmithKline
- 2. AstraZeneca
- 3. Chiesi
- 4. Boehringer Ingelheim
- 5. Sanofi & Regeneron

Device companies

- 1. ResMed
- 2. Olympus
- 3. Vyaire
- 4. MGC Diagnostics
- 5. Fisher & Paykel





Healthy Lungs for Life

Milan 2023

Healthy Lungs for Life











- Small event in Barcelona in 2022
- Hope to go back to a bigger local public impact in 2023
- Link into the city's green initiatives
- Look into public lung testing event or roll out of Healthy lungs for Life for School







ENFERMEDADES PULMONARES

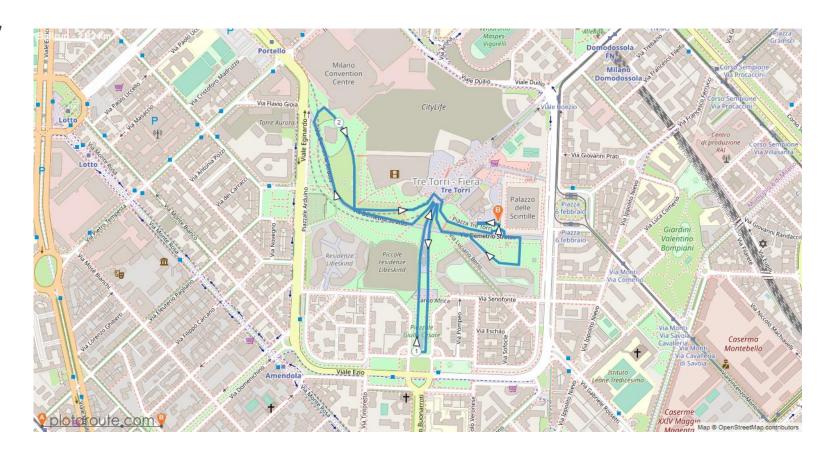
Pruebas gratuitas de capacidad pulmonar conciencian sobre salud respiratoria

 Barcelona, 3 sep (EFE). Voluntarios de la Sociedad Europea de Respiratorio (ERS) y de ISGlobal, centro impulsado por la Fundación "la Calixa", practican este sábado en la Plaza Universidad de Barcelona espirometrias gratuitas para analizar si los pulmones funcionan bien, un acto orientado a conclenciar sobre las enfermedades pulmonares.

Green lung run



- Potential lung run during ERS Congress 2023
- Potential route nearby







AIFA Regulations

B. Sambugaro, AIM Group

INTERNATIONAL CONGRESS 2023

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The decree



AIFA (Italian Drug Agency) is the national authority responsible for drugs regulation in Italy

Any pharmaceutical Company that is going to organize or support a congress by any kind of sponsorship, is subjected to an authorization by AIFA (Italian Drug Agency). (Decreto Legislativo 219 / 06 – art. 124).



Procedure for authorization

THE AIFA AUTHORIZATION IS NOT NECESSARY

- When a Company promotes only medical devices or food supplements during a congress (products without Marketing Authorization);
- When a Company sponsors a meeting about arguments not related to the use of any of its
 pharmaceutical products; in this case the Company is not allowed to expose or distribute any kind
 of advertising material during the meeting (Section 9 art. 124 D.L. n.219/06)0



Procedure for authorization

According to Italian laws, the authorization for all the Companies must be made by an Italian Agency, appointed by the Congress Organizer. The request has to be validated within 60 days prior to the event. Procedure explained step by step, for Pharma Companies not registered in Italy and without SIS code:

STEP 1

- Request to AIFA for a SIS code (for Companies without a SIS code). The SIS code is an identification code assigned by AIFA to identify each Company. The SIS code is mandatory for authorization requests.
- Appoint a "Company Users Administrator", referred as "CUA". The CUA is an appointed person/ an internal employee of the Company, will have access to all applications in AIFA website.
- Register in AIFA website accessing with the SIS Code



Procedure for authorization

<u>Create POL CODE</u> (NUMBER ASSIGNED from AIFA system) useful for AIFA application and AIFA payment. It is mandatory to make 2 different payments, one address to AIFA and one addressed to Italian Ministry of Health.

Tax to correspond to AIFA and Italian Ministry of Health:

Total amount of the sponsorship	Total fee to pay	Fee to nay to ΔΙFΔ	Fee to pay to Ministero della Salute
lower to Euro 5.000	Euro 278,96	Euro 194,68	Euro 84,28
between Euro 5.000,01 and Euro 10.000,00	Euro 557,92	Euro 389,36	Euro 168,56
between Euro € 10.000,01 and Euro 25.822,85	Euro 115,88	Euro 778,76	Euro 337,12
over Euro 25.822,86	Euro 2881,50	Euro 2010,96	Euro 870,54

The above taxes refer to the current year and may change.

Payment of € 16.00 for stamp duty payment, only by bank transfer



Procedure for the authorization

STEP 2

Buy a smart card certified for electronic signature in Italy
mandatory for carrying out the AIFA request. 2 Italian providers
for SMART Card (Aruba or Banca Intesa). The procedure takes around 1 month.

STEP 3

- The appointed Italian Official Agency, uploads the application (pre-request) on AIFA website (70 days prior the starting date of the event)
- The sponsor Company completes and validates the application on AIFA website (60 days before): the validation is possible ONLY by electronic signature with smart card.
- The application will be analyzed by the competent authority (AIFA). After a careful evaluation, AIFA will release the authorization, to the company



Procedure for the authorization

PROMOTIONAL MATERIAL

All the informative material above mentioned must be previously submitted to AIFA and may be utilised only after a 10 day negative clearance system and available in the venue where the meeting is held. In particularly:

- a) Every time this material is update it must be submitted again to AIFA
- b) The date of last submission must be reported on this material

RULES FOR PROMOTIONAL MATERIAL

- All information related to the medicine must come from the Summary of Product Characteristics
- The Summary of Product Characteristics must be available and accessible at the booth
- Any form of illustrative materials related to the medicinal product like images of the packaging is not allowed, even the distribution of samples
- Pharmaceutical companies are allowed to give gadgets to the participants. They must be of negligible value relating to the professional activity of participants.



Timing

- > 18 March 2023 deadline for Pharma Companies without AIFA SIS code to start the procedure
- ➤ 16 June 2023 deadline for the Italian Official Agency, to receive the documents required for AIFA submission from the organizing secretariat
- > 1 July 2023 deadline for the Italian Official Agency to upload the application (pre-request) on AIFA website
- > 11 July 2023 last deadline for Pharma Companies to complete and validate the application on AIFA website



We will provide you with...

AIFA rules and reference decrees

Guidelines Step by Step

All necessary forms

Deadlines







Exhibition technical services

O. Heinke, INTERPLAN

INTERNATIONAL CONGRESS 2023 MILAN Italy, 9-13 September

Important contacts



ERS

Kristof Kemp

kristof.kemp@ersnet.org

- Exhibition Sales
- Stand allocation
- Stand project approval

SCHENKER

Thomas Ernst

Thomas.ernst@dbschenker.com

- Logistics
- Delivery time slots
- Storage, Empties, Customs, Fork-lifts

INTERPLAN AG

Oliver Heinke

o.heinke@interplan.de

- General Organisation
- Exhibition Service Manual & ESC
- Technical requirements

Mandy Philipp

exh reg ers@interplan.de

Exhibitor registration

Nicole Pfirrmann

n.pfirrmann@interplan.de

Industry Meeting Rooms/Lounges

MiCo Milan

Genereal venue queries

Nicola Zanchettin

nicola.zanchettin@fieramilanocongressi.it

MiCo Milan

Exhibitor Services / Rigging

ers2023@fieramilanocongressi.it

COMPASS (exclusive contract caterer)

Valentina Taras

catering.mico@compass-group.it

Exhibition Hall 3



HALL 3

ERS construction rules:

Stand perimeter: 2,5m 50cm inside the stand: 4,5m Branded riggging: 4,5m Unbranded rigging: 6m

All heights are measured from hall floor to top edge.

No more than 70% of the view from one open side of the stand to the other shall be blocked by any construction elements higher 1,5m on the stand.

Min width of aisles = 3m

Green striped zone below mezzanine level: max. Construction height including rigging = 4.5m

Yellow aisles have to remain unconstructed as escape routes

Prime Area - 20% mark up on SQM price

Column, cladding possible 2x2m around column. Has to remain accessible for technical connections and fuse boxes placed at the columns

Free exhibition space

Catering Stations

Sold exhibition space

Blocked/pending exhibition space



Subject to alterations

© ERS / Interplan AG

costs which might be incurred because of any discrepancy will be at the exhibitor's expense.

Any pillars which exist in the allocated exhibition space must be incorporated and taken into

account when designing the booth. Pilars do not entitle for a price reduction.

Date:2022_10_19_subject to change

Exhibition Hall 3 / Good to know



- Approx 10.000 sqm gross in the exhibition blocks
- Floor ducts for technical supply => raised floor recommended
- Columns have to be accessible / (2x2m) around the columns to be unconstructed, if you construct around it access via doors or curtains is mandatory!
- Yellow marked escape routes have to remain unconstructed
- Suspension points possible at every position
- Only 4,5m height in the green zone also for riggings
- Dedicated WIFI networks only via MiCo details to follow
- Safety helmets and shoes and high vis compulsory during set-up and dismantling
- Constructor badges mandatory, Registration via MiCo service webpage
- Each exhibitor must book a liability insurance via MiCo => cost covered by MiCo!
- COMPASS is the exclusive caterer of MiCo, it is allowed to bring in coffee machines and own Baristas, details to be clarified before with COMPASS
- Waste disposal must be ordered by external service providers. A list of registered providers will be on the ESC.
- General set-up power supply points. Power supply on the booth itself will only be switched on after SiCu forms handed in to exhibitor service on-site!

Stand design rules



Construction height (please check also the transparency principle below)

Heights are measured from the floor of the exhibition hall

1) **2,5m top edge:**

For side and back walls connecting to another stand directly on the **stand perimeter**.

2) 4,5m top edge inside the stand / min distance to edge is 50cm:

For constructions as hanging banners, signage, towers, **branded** or color-coded / branded **riggings that are not used for technical supply only but are visually a part of the stand design**. Depth of hanging banners going around the stand space max. **1m**.

3) **6m**:

Max. height for **unbranded** riggings that are visually not part of the overall stand design concept and used for technical supply only (e.g. lighting). The green marked part in the exhibition is underneath a mezzanine level with a lower ceiling with a max. construction height incl. rigging of 4,5m

- 4) Any sight axis blocking elements higher 1,50m shall not block (also in combination with other elements of that height) more than 70% of the view from one side of a stand to the other (exemptions are separation or rear walls towards the neighbors that may be 2,50m high).
- 5) Open sides bordering to an aisle shall remain min. 70% unconstructed

6) Branding of surfaces facing neighbouring stands / Rear and side walls

Any kind of visible surface positioned close (<1,5m) to the neighbouring stand that could be perceived as part of the neighbour's stand shall not be branded. (applicable for inline, corner, peninsular stands).

It is mandatory to erect or order rear and side walls. These walls must be completelly (from ground to top edge) closed, white, uncabled and clean on the sides facing neighbors.

Stand project approval process



For any complex custom made stands (not for shell scheme stands)

Approval by ERS and MiCo!

Deadline: 07 June, but for MiCo approval not later than 15th July

Requirements:

Detailed scaled structural drawing to ERS (Kristof Kemp) / Interplan (Oliver Heinke)

- Several documents have to be handed in for stand approval and allowance to set-up as:
 SiCu form regarding stand materials
 DUVRI document, which is the Assessment Report on Risks
- Customized complex stands must also hand in the calculations made from an independet structural engineer licenced in Italy for minimum 10 years => can also be booked via MiCo
- Once approved the ERS forwards the above mentioned docs to MiCo from where the final approval will come
- Every modification afterwards has to run through the entire approval process again!

Detailed drawings (PDF/jpeg) should contain:

- Plan views of the stand
- Elevations and stand measures
- Width and positions of gangways within the stand
- Floor and roof loading
- Specifications of materials used

Attention!

ERS does not check compliance with the MiCo construction rules. Make sure to read their regulations (available on the Exhibitor Service Center) thoroughly and plan accordingly!

Certificates validating fire proofness of construction materials are necessary and will be controlled!

For complex rigging structures with many motors and heavy weights we strongly recommend to appoint a structural engineer.

Exhibition Times



		Construction of Stands		
Thursday, 07.09.2023	08:00 - 21:00			
Friday, 08.09.2023	08:00 - 21:00			
Saturday, 09.09.23	08:00 - 16:00		in the booth, aisles free for carpet laying and Wed) and night set-up possible on request.	
		Dismantling of Stands		
Tuesday, 12.09.2023	18:00 – through the night until 06:00 next day	Light dismantling can start boxes from approx. 18:00	art at 17:00 but no heavy machinery allowed. Schenker will start delive 00	ering empty
Wednesday, 13.09.2023	13:00 – 21:00	Dismantling may continue	ue after the official end of the congress	
Thursday, 14.09.2023	08:00 – 21:00			
		Exhibition Opening Times	s	
Sunday, 10.09.2023 Monday, 11.09.2023 Tuesday, 12.09.2023	08:00 – 17:00		Access for exhibitors 90min before and after the exhibition.	

All times are subject to change

Industry Meeting Rooms / Lounge



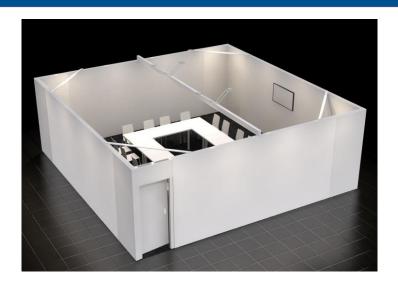
Industry Meeting Rooms / Lounge / Suite: North Wing Level +1

20 meeting rooms, constructed (same as in Paris and Madrid) **not sound proof!**

7x7m, 18 seats, boardroom, 46 LCD screen, catering table, wardrobe, waste bin, electricity, power triple sockets, carpet, cleaning

Several existing meeting rooms 20-400sqm throughout the venue

Contact: Nicole Pfirrmann, <u>n.pfirrmann@interplan.de</u>



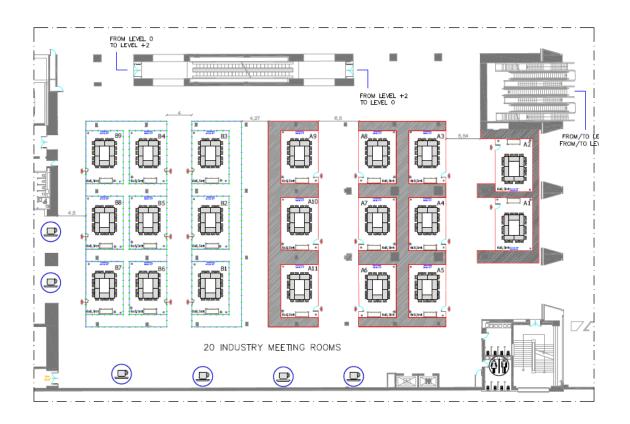


Industry Meeting Rooms

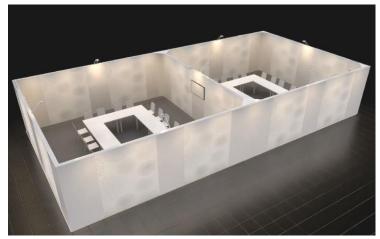


North Wing Level +1

Industry Meetings



Contact: Nicole Pfirrmann, n.pfirrmann@interplan.de





Exhibitor Registration



Contact: Mandy Philipp, exh reg ers@interplan.de

Registration webpage will be circulated in May 2023

Additional badges: 25€ After deadline: 50€

Deadline: 07 August 2023

Any person in the exhibition requires a badge incl. hostesses, baristas etc.!

Stand size	Complimentary exhibitor badges
9 – 12 m²	10
13 – 36 m²	14
37 – 60 m²	18
61 – 100 m²	22
101 – 150 m²	32
151 – 200 m²	41
201 – 300 m²	52
over 301 m²	62

Whats next? Important deadlines



1. Exhibitor Service Manual / Service Center February, 2023

2. Stand project approvals

June 30, 2023

3. Exhibitor badge orders August 11, 2023

4. Service Orders for regular prices August 25, 2023 (10% surcharge afterwards, 20% for on-site orders) Subject to change!

Helpful links:

Insurance Form: https://cloud.interplan.de/s/nfyGqJrLcR3cQWg

MiCo: SICU form for stand material approval: https://cloud.interplan.de/s/tyWz45ezianES8P

MiCo: technical regulations: https://cloud.interplan.de/s/Nnkn9FBNXKHWdF8

MiCo: Specifications on columns: https://cloud.interplan.de/s/Bbc4i5FpEjc2CJi

MiCo: no littering and waste disposal policies: https://cloud.interplan.de/s/7CfbLjrpHD73bnx

MICo: DUVRI Assembly Risk Assessment template: https://cloud.interplan.de/s/e3XB5GHCPCxsZeD

Bear in mind that the ERS stand design rules are more restrictive than the rules outlined in the MiCo guidelines!





INTERNATIONAL CONGRESS 2023 MILAN Italy, 9-13 September

Onsite & Virtual Congress registrations

P.Foo, ERS Congress & Events Director

Registration timeline indication



Timeline	Dates		
Tilliellie	For onsite delegates	For online delegates	
Registration opening	1 st week of April 2023		
Early-bird fees	1 st week of July 2023		
Cancellation fees	5 weeks before on-site congress*	No cancellation	
Standard fees	One day before on-site congress		

IMPORTANT: Same timelines apply for both groups & individual delegates (names, payments, proofs of status and cancellation). All timelines are subject to change.

*Cancellation fees will be applied.



Onsite delegates

 The congress badge may only be used by the person stated on the badge and cannot be assigned to another person.

Online delegates

 A single registration permits the registered individual only to access the online event and its content. It should not be made public or shared with a group. ERS reserves the right to deny/revoke access if any suspicious activity is detected or reported.

Group registration: Important to know before you start



Group registration

As of 10 delegates

Please collect all delegate information before you start purchasing registrations:

- Each delegate's details (first name, last name, date of birth, individual e-mail address, home/work address and ERS ID)
- Membership status
- Prescriber or non-prescriber
- Is it their first ERS Congress or not
- CME credits required or not

The e-mail address will help us to provide delegates with:

- Pre-congress information
- Course materials (for Congress-related educational courses)
- CME & Certificate of attendance

Help delegates, yourselves and ERS.

Group registration – Pick-up (for onsite Congress only)



Group Registration pick-up

- By fixed appointments on Thursday 7 and Friday 8 September 2023.
- Group leaders will be contacted to fix an appointment.

Paid Industry badge vs Exhibition badge (for onsite Congress only)





Paid Industry badge

- Access to session rooms, exhibition area during/outside opening hours, evening symposia, expert forums, practical workshops and early-morning symposia
- Applies <u>only</u> to employees of exhibiting companies, <u>not</u> sister companies



Exhibition badge

 Access to exhibition area during/outside opening hours and company's industry sessions only





Accommodation

D. Papetta, MiCo DMC

INTERNATIONAL CONGRESS 2023
MILAN Italy, 9-13 September

1. THE COMPANY



MiCo DMC was launched on 1st July 2015 as the result of the joint venture of two important MICE players in Milan:

Fiera Milano Congressi, Allianz – MiCo the largest convention centre in Europe



AIM Group International, one of the international leaders in conferences organization



2. ACCOMMODATION

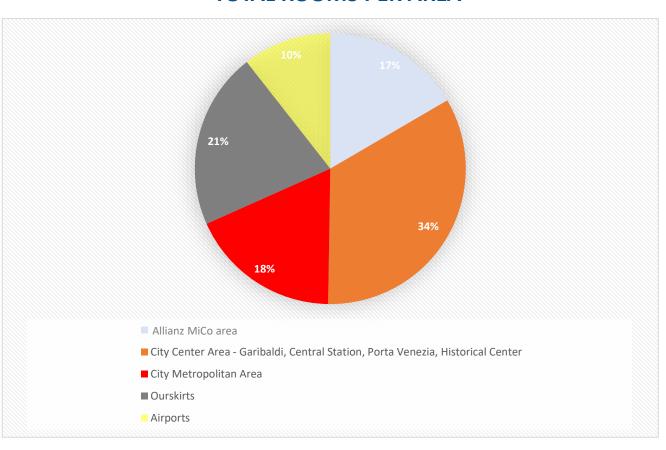


RATES PER CATEGORY

Hotel Category	Average rate per night (DSO)	% per category
5*	€ 500,40	7,73%
4*	€ 267,01	87,64%
3*	€ 159,90	4,63%

Room rates refer to double for single use occupancy; breakfast, Wi-fi and 10% VAT are included, Milan City Tax is excluded.

TOTAL ROOMS PER AREA



MILAN HOTEL AREAS



Allianz - MiCo area: 1,451 rooms

City Center Area (Garibaldi, Central Station, Porta

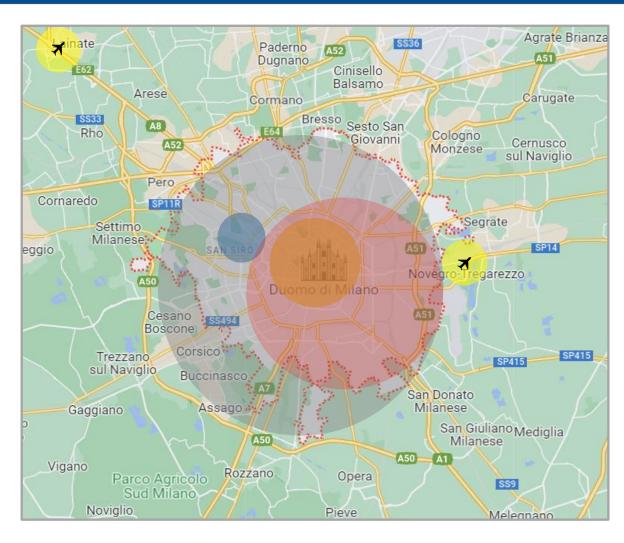
Venezia, Historical Center): 2,944 rooms

City Metropolitan Area: 1,580 rooms

Outskirts: 1,845 rooms

Airports: 925 rooms

TOTAL: 8,745 rooms



GROUP BOOKINGS



GROUP BOOKINGS - FROM 6 ROOMS ONWARDS

- Guaranteed hotel availability in Milan city, outskirts and Allianz MiCo nearby area;
- Pre-negotiated rates and conditions for your stay in Milan;
- Wide selection of hotels in different range categories and styles;
- Group reservations managed with ad hoc T&Cs;
- Pre/post Congress nights available upon request;
- Name changes allowed up to guest arrival date with no additional fee;
- VISA management support;
- Personalized tailor-made proposals with an efficient booking service;
- No agency fee will be applied on hotel rooms requested by sponsors.

Sponsors need to send their request to ers2023.hotels@micodmc.it, the booking team will send ad-hoc offers.

GROUP BOOKINGS



DEPOSIT TERMS

TIME-LINE	DEPOSITS
Upon execution of the agreement	20% of the total value of rooms – not refundable in case of cancellation
Within 150 days prior to first arrival	30% of the total value of rooms
Within 95 days prior to first arrival	30% of the total value of rooms
Within 45 days prior to first arrival	20% of the total value of rooms

CANCELLATION POLICY

TIME-LINE	ALLOWANCE
At least 150 days prior to the first arrival date	100% of the Rooms per Night can be cancelled, it being understood that the 20% non-refundable deposit will not be reimbursed
At least 120 days prior to the first arrival date	Up to a maximum of 50% of the Rooms per Night can be cancelled without charge
At least 95 days prior to the first arrival date	Up to a maximum of 30% of the Rooms per Night can be cancelled without charge
At least 45 days prior to the first arrival date	Up to a maximum of 10% of the Rooms per Night can be cancelled without charge
At least 15 days prior to the first arrival date	Up to a maximum of 5% of the Rooms per Night can be cancelled without charge
Within 14 days prior to the first arrival date	Penalty equal to 100% of the relevant portion of the Total Value of Rooms

INDIVIDUAL BOOKINGS



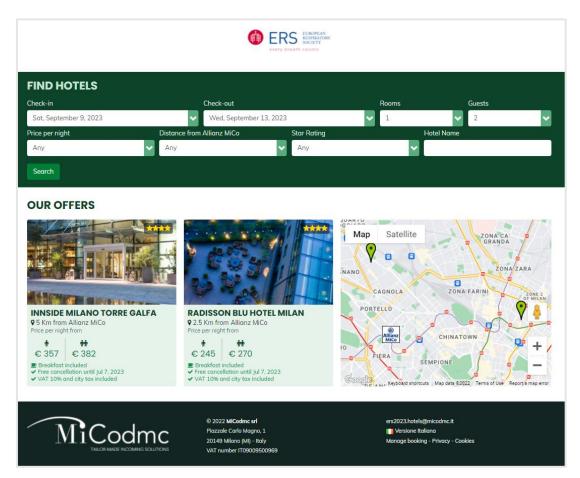
INDIVIDUAL BOOKINGS - FROM 1 TO 5 ROOMS

A dedicated on-line booking tool customized with the ERS logo will be available for attendees in order to book their favourite hotels.

The booking page will be linked to the Congress website and attendees will be able to select the preferred hotel among the list provided.

Hotel rates have been pre-negotiated for ERS and no agency fee will be applied on hotel rooms booked online.

In case of need, please write to ers2023.hotels@micodmc.it, the booking team will be ready to assist you.



the above website page is a realistic image of MiCo DMC booking tool, the content may vary.

3. MILAN SERVICES



MiCo DMC is at your full disposal for Milan services during your business stay for the ERS 2023 Congress









MILAN SERVICES



Social programme



Welcome receptions, gala dinners, cocktail parties, buffet lunches, coffee breaks for high impact social events with entertainment solutions and background music creating pleasant atmospheres

Catering service



Great food combinations and presentation, high quality of raw materials, excellent service, well groomed staff for top menus and wine pairing with the most reliable catering suppliers

Restaurants scouting



Selection of qualified restaurants in Milan for lunches and dinners in the city center or close to the Congress venue for small and big groups. From international restaurants to traditional Italian bistrot with the exclusive rental of the venue

Unique experiences



Special Milan City
Tours, leisure
entertainment
activities, personalized
excursions, shopping
and relax packages
during free time,
gourmet evenings

MILAN SERVICES



Hostess management



Meet-and-greet at airports, train stations and hotels; tour assistance; participants registration and desk assistance at event venues; cloakroom and transfer service. Hostess, security and first aid staff for Milan locations

Travel ticketing



Flight and train tickets with advantageous rates for groups and single persons on domestic and international sections; VISA service assistance for participants

Transfers & logistics



For groups and individuals, for business or leisure: private transfer service from airports/train stations/hotels to the venue; additional services for VIPs; vehicles for people with disabilities (ADA)

Venue finding



Hotels, independent locations, historical palaces, innovative hubs in Milan and nearby areas for any kind of networking gathering event and meeting rooms requests





INTERNATIONAL CONGRESS 2023 MILAN Italy, 9-13 September

MiCo DMC CONTACT DETAILS





Mariarosaria Cavaliere *Accommodation Manager*



Email: ers2023.hotels@micodmc.it

MILAN SERVICES



Erica Milani

DMC Project Manager



Email: ers2023.dmc@micodmc.it

MiCo DMC, Piazzale Carlo Magno 1, Milan Italy

Public transportation tickets





5 DAYS URBAN TICKETS

- Validity 9 to 13 September 2023
- The ticket allows unlimited rides on ground and underground urban lines and outskirts during the days of validity
- Unit cost (both including VAT 10%):
 5 days € 24.-
- Negotiation with the Convention Bureau and the City of Milan are ongoing for a better price





THANK YOU

Member of:















INTERNATIONAL CONGRESS 2023

MILAN Italy, 9-13 September

Site inspection of the Congress venue

W. Bill, ERS Executive Director



GROUP A: (STEVE SEALY)

Use door on the right

GROUP B: (KRISTOF KEMP)

Use door on the left



Q&A



- Lead generation system
- Time slot management
- Catering
- Virtual platform / App
- Seating

Requests to partners



- Contracts
- Remuneration



See you in Vienna! 7-11 September 2024