2019 STATISTICS
20+ Verticals
700 Exhibitors
8,500 Attendees
60 Countries
118,000 sq ft

To reserve exhibit space, contact your business strategist:

Companies A-L
Paul Semple
+1 916 880 6225
paul@semplemedia.com

Wes Morrison
+1 571 255 7763
wmorrison@auvsi.org

Companies M-Z
State & Int’l Pavilions
Alex Mann
+1 571 482 3204
amann@auvsi.org

ALL EXHIBITORS RECEIVE ACCESS TO:
• Company listing in the official XPO Guide, and online event app
• Company listing in the Demographic/Cross-Reference Directory in the official XPO Guide, online and event app
• Allotment of complimentary exhibitor badges based on booth size
• Complimentary (and unlimited) customer passes
• Promotional Toolkit
• Attendee Acquisition Widget
• Show logo/banner ad for your website
• Opportunity to apply for a Solutions Theater speaking slot
• Pre-registered media list
• Press conference rooms

EXHIBIT SPACE CANCELLATION
All cancellations must be made in writing to AUVSI at 2700 S. Quincy Street, Suite 400, Arlington, VA 22206, USA with a copy via email to exhibits@auvsi.org. It is the exhibitor’s responsibility to confirm receipt of cancellation request with AUVSI. Should an exhibitor cancel from the show after the date of acceptance of assignment, the following shall apply:

• If the Exhibitor cancels between the time of application and Friday, September 6, 2019, 25% of the paid deposit will be refunded.
• If the Exhibitor cancels between Saturday, September 7, 2019 and Friday, November 15, 2019, only amounts paid in excess of the 50% deposit will be refunded.
• Cancellations received after Friday, November 15, 2019, shall receive no refunds AND 100% PAYMENT IS STILL DUE.
• No cancellation shall be acknowledged unless received in writing by show management. The date upon which the written notice of cancellation is received shall apply as the official cancellation date. Upon exhibitor notification of cancellation, show management has the right to resell the space vacated.
• A downsize in space is treated as a cancellation.

2020 EXHIBIT SPACE PRICING

<table>
<thead>
<tr>
<th>Dimensions</th>
<th>Booth Size</th>
<th>Organizational Member Rate</th>
<th>Nonmember Rate</th>
<th>Member Savings</th>
<th>Complimentary Exhibitor Badge Allocation</th>
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<tbody>
<tr>
<td>Startup Accelerator Turnkey Pod</td>
<td>Pod</td>
<td>$2,500</td>
<td>$2,800</td>
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<td>$3,300</td>
<td>$3,900</td>
<td>$600</td>
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<tr>
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COMPLIMENTARY EXHIBITOR BADGE ALLOCATION
An exhibitor booth personnel badge provides access to the Keynote Sessions, XPO Hall, Wednesday’s networking event, and free educational sessions and co-located events. It does NOT provide access to the paid educational sessions or co-located events, however you may upgrade to a Full Conference Pass or VIP Pass to gain access.

* Start-up Pavilion booths with open corner(s) are charged $250 per corner.
** Linear booths with open corner(s) are charged $500 per corner.
† Member Discount for Exhibitors: Company must be a organizational member of AUVSI at the time of contracting and at the time of the show.

Share Fee - $1,200 per company and includes two discounted exhibitor badges and a listing in the printed XPO Guide.

RAW SPACE INCLUDES:
• 8’ tall back drape and 3’ tall side drape (linear only)
• 2-line ID sign (44” x 7”) (linear booths only)

SHELL SCHEME INCLUDES:
• All items listed under raw space
• Hard wall system (with velcro friendly fabric panels)
• Header sign
• Standard carpet
• Track light with one head per panel

Raw Space Only
Shell Scheme