EXHIBITION FACTS
Date: 29.02—02.03 2012
Place: Saigon Exhibition & Convention Centre (SECC), Ho Chi Minh, Vietnam
Co-located with: Propack Vietnam 2012
Previous edition (2010) attracted 5500 visitors, 206 exhibitors from 21 countries

Outstanding results achieved at Plastics & Rubber Vietnam 2010

- 215 exhibitors from 21 countries
- 6,826 buyers and trade visitors from 37 countries
- 23% increase in visitors

Exhibitor Breakdown:
- Europe: 32.6%
- Vietnam: 18.1%
- Other Asia: 16.7%
- Southeast Asia (excl. Vietnam): 9.9%
- Others: 3.3%

Visitor Breakdown:
- Vietnam: 51.9%
- Other Asia: 6.3%
- Europe: 5.2%
- ASIAN (excl. Vietnam): 3.2%
- Others: 0.5%

Visitors from Vietnam:
- North Vietnam: 24%
- Central Vietnam: 23%
- South Vietnam: 22%
- Others: 21%

Visitors Top 10 Product Interest

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Interest %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plastic Injection Moulding / Blow Moulding</td>
<td>30.4 %</td>
</tr>
<tr>
<td>Rubber / Elastomers</td>
<td>20.5 %</td>
</tr>
<tr>
<td>Additives / Composites / Compounding Ingredients</td>
<td>20.3 %</td>
</tr>
<tr>
<td>Commodity Thermoplastics</td>
<td>17.7 %</td>
</tr>
<tr>
<td>Rubber Related Machinery and Equipment</td>
<td>14.9 %</td>
</tr>
<tr>
<td>Blending / Mixing / Feeding / Dosing</td>
<td>13.4 %</td>
</tr>
<tr>
<td>Engineering Thermoplastics</td>
<td>13.2 %</td>
</tr>
<tr>
<td>Extrusion Blow / Cast Film</td>
<td>12.2 %</td>
</tr>
<tr>
<td>Automation, Robotics &amp; Parts Handling</td>
<td>12.1 %</td>
</tr>
<tr>
<td>Compounding</td>
<td>10.0 %</td>
</tr>
</tbody>
</table>
EXHIBIT AS PART OF THE BRITISH GROUP
PLASTICS & RUBBER VIETNAM 2012 is the most authoritative trade fair dedicated to plastics and rubber in the region. Taking place every two year, the previous show attracted 5500 visitors and 206 exhibitors from 21 countries. A growth of 80% from the previous show. The exhibition is co-located with Vietnam's premier packaging exhibition, Propak Vietnam.

The British Plastics Federation would like to invite UK companies to join the British Group at the exhibition, which represents will co-ordinate a British Group made of the UK exhibitors and positioned in a prominent location at the show.

- Stand construction with carpet
- 2 Spot lights
- Fascia with the company name
- 1 Information counter
- 1 Power outlet socket
- 1 Folding chair
- 1 Waste basket

The cost of this stand package is US$405 per sqm.

UK TRADE & INVESTMENT GRANTS
The British Plastics Federation has secured UK Trade & Industry grants of £1,400 for eligible UK exhibitors. With financial help from UK T&I and the British Pavilion package stands, the show is very cost effective. A cost of 9sqm stand including a lockable cupboard and a chair will cost less than £900 for UK companies.

UKT&I Terms & Conditions
Companies wishing to claim these grants must meet the UK T&I definition of an SME plus match a definition of “New to Export” or have not exported for more than 10 years.

Mature SME exporters who do not fit within the above criteria i.e. they have been exporting for more than 10 years and have total exports above 25% of turnover, may still qualify for support if they are seeking to participate in a show where they have not taken part in the previous edition.
Definition of a Small to Medium Sized Enterprise (SME)
According to UK Trade & Investment an SME is a business, which meets the following criteria:

a) has less than 250 employees;
b) has an annual turnover not exceeding €50m
c) is independent, i.e. less than 25 % of its capital or voting rights are owned by one enterprise, or jointly by several enterprises, which fail to meet any of the above points

Definition of a New to Export
During the past 12 months no more than 25% of turnover resulted from exports or the company has not been exporting for more than 10 years.
The New to Export rule will be waived off.

Participants must correctly complete a TAP Exhibitor Grant Application Form and submit it via the BPF no later than ten weeks before the show. Further details of the grant will be forwarded on request.

PLASTICS INDUSTRY IN VIETNAM

The plastic product manufacturing industry is one of the fastest growing industries in Vietnam, sustaining an impressive growth rate of 15 to 20 percent annually over the last decade. This robust growth is driven by significant increases in both domestic consumption and exports.

• Per capita plastic consumption has grown sharply from 12 kg per year in 2000 to 36 kg per year in 2009.
• Vietnamese plastic exports have risen dramatically from US$200 million in 2000 to US$1 billion in 2009. Vietnam’s demand for plastic has been growing strongly in recent years and 2010 will likely see demand rebound strongly and exceed pre-crisis levels. The local industry is set to enjoy a major boost in coming years with the impending local availability of polyethylene and polypropylene resins.

Automotive
• The Vietnamese Government is encouraging greater domestic production of automobiles and parts and has articulated a policy goal for the period of 2010–2015 of achieving complete import substitution of vehicles as well as exporting of parts, components and non-luxury vehicles. Annual production of around 200,000 vehicles is targeted for 2015.

Food processing
• A major producer and exporter of food products with exports forecasted to rise at an average annual growth of almost 13% over the next five years. This will further boost demand for high quality packaging.

Electronics sector stars
• The ICT industry in Vietnam is among the fastest growing sectors and has become an important sector for the national economy, recording growth rate of 20-25% every year in the past decade. ICT industry sales and services amount to more than US$5.2 billion annually.

Infrastructure investment
• Vietnam needs to invest large amounts of capital in all areas of its infrastructure development including expressways, railways, power stations, ports, and water and sanitation. Such projects will boost demand for construction plastics.
• The Ministry of Planning and Investments has released a list of 60 urban infrastructure projects to be implemented between 2009 and 2016. The total estimated investment required for the projects is US$12 billion.
USEFUL CONTACT DETAILS

Organiser:
Bangkok Exhibition Services Ltd.
SPE Tower, 9th Floor,
252 Phaholyothin Rd.,
Samsennai, Phyathai, Bangkok 10400, Thailand
Tel: +66(0) 2615 1255
Fax: +66(0) 2615 2991-3
Email: punnapa@besallworld.com
www.besallworld.com

Messe Düsseldorf Asia Pte Ltd
3 HarbourFront Place, #09-02
HarbourFront Tower Two,
Singapore 099254
Tel: +65 6332 9620
Fax: +65 6337 4633 /
+65 6332 9655
Email: vietnam@mda.com.sg
www.messe-duesseldorf.de/MDA

Overseas Exhibitions Service Ltd
Email: rowen@oesallworld.com
www.allworldexhibitions.com

British Pavilion co-ordinator:
British Plastics Federation
6 Bath Place, London, EC2A 3JE, UK
Tel: +44 (0) 207 457 5001
Fax: +44 (0) 207 457 5045
Email: jelliott@bpf.co.uk
Contact: Justyna Elliott, Direct number +44 (0) 207 457 5001

Freight Forwarders

<table>
<thead>
<tr>
<th>Agility - Fairs &amp; Events</th>
<th>GBH Exhibition Forwarding Ltd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tracey Cannon</td>
<td>Mark Saxton</td>
</tr>
<tr>
<td>Bromley, United Kingdom</td>
<td>Sheffield, GB</td>
</tr>
<tr>
<td><a href="mailto:tcannon@agilitylogistics.com">tcannon@agilitylogistics.com</a></td>
<td>Tel: +44 (0)114 2690641</td>
</tr>
<tr>
<td>Tel. +44 208 461 8703</td>
<td>Fax: +44 (0)114 269362</td>
</tr>
<tr>
<td>Fax +44 208 228 1172</td>
<td><a href="mailto:mark@gbhforwarding.com">mark@gbhforwarding.com</a></td>
</tr>
</tbody>
</table>

Visas
These are mandatory for visitors to Vietnam. The BPF will assist with the administration of this and can provide all companies with letters of invitation.

TERMS & CONDITIONS OF PARTICIPATION FOR UK GROUP EXHIBITORS AT P&R VIETNAM 2012

Note: Before completing the Application Form you should read the conditions below. If you have any queries about these UK Trade & Investment Terms & Conditions or the Application Forms, please contact the Events Department, BPF.

1. In these conditions the term BPF means the British Plastics Federation. Exhibitor means the participating company on the BPF application form and includes all employees, agents or distributors. UK Trade & Investment is the Government Organisation that supports British trade and investment overseas. Supplier means companies contracted by the BPF to supply services pursuant to the BPF/UK Group.

2. Companies applying to exhibit as part of the UK Group can either take space within the Pavilion or can make their own arrangements for stand space. All terms and conditions apply to either option.

3. Unless expressly provided for in these conditions the exhibitor shall indemnify BPF against all claims, actions, demands or liability (including negligence) whatsoever and howsoever arising out of or in connection herewith or the supply of any services hereunder.

4. The exhibitor further undertakes to indemnify and keep indemnified the BPF against all costs, charges, expenses, legal costs, claims or losses of any nature suffered by BPF as a result of the exhibitors failure to comply with (Its contract with BPF, UK Trade & Investment's terms and conditions, The terms and conditions of the show organisers)
5. All stands must be in the name of a UK registered company.
6. Stand fees are comprised of rental of space, provision of a fully constructed stand with display aids as part of group of stands and are inclusive of administration charges.
7. Exhibitors must pay in full all invoices for stand fees as they fall due. Failure to do so may be regarded as a breach of this contract. In such case articles 18 and 19 of this contract apply – where applicable.
8. When applying for space and stand construction within the UK Pavilion all companies are required to comply in full with the terms and conditions as laid out by the show organiser and UK Trade & Investment.
9. No additional construction to a Pavilion stand is permitted except by prior and written agreement from the BPF. Companies having received such agreement are themselves responsible for seeking quotes, commissioning and payment of additional construction to the stand.
10. If prices associated with space and construction vary by greater than 20% from those outlined in the quote provided with these terms and conditions, the BPF will undertake to seek the agreement of the applicant before enforcing the terms of this contract.
11. The BPF will make every effort to provide the size of stand requested within the Pavilion, but cannot guarantee in advance either the hall, position, configuration of stand or total area that can be provided.
12. Where it is necessary to offer an area varying by greater than 20% of the area requested, the BPF will first seek the agreement of the applicant.
13. If compromise cannot be reached, the applicant remains responsible for payment of the whole of the stand available, but the BPF will make all reasonable effort to find a replacement company.
14. Should it be necessary to allocate stands greater, or lesser than originally requested, the applicant must pay in full on receipt of invoice for additional areas. Similarly, the BPF will refund the difference in fees should a reduced area only be available.
15. All reasonable care will be taken in the allocation of space to companies to avoid inclusion of pillars and fire hydrant access point on stands wherever possible.
16. The BPF is unable to guarantee that it is able to offer sufficient space to satisfy the group requirements. Space will therefore be allocated strictly in order of receipt of applications.
17. Where there is insufficient space to be able to confirm allocation of a stand, the applicant company will be refunded stand and/or stand booking fees in full.
18. Exhibitors withdrawing from the Pavilion after the BPF is committed to payments on the applicant’s behalf will forfeit their stand fees in full unless a replacement company can be found.
19. The BPF will make every effort to find replacement exhibitors, but is not liable, nor can guarantee to do so.
20. Where an exhibitor can be found the BPF management fee or deposit received will be retained to cover the additional administration costs incurred.
21. The BPF undertakes, on behalf of the exhibitors, to forward all applications for exhibition grants to UK Trade & Investment. Grant application forms and UK Trade & Investment terms and conditions of support are available on request from the BPF.
22. The BPF is not able to guarantee that any exhibitor will receive UK Trade & Investment support.
23. An exhibitor remains responsible for their own compliance with the UK Trade & Investment exhibition Terms and Conditions. The BPF accepts no responsibility for any non-compliance action by UK T&I.
24. Where it is not possible to confirm that an exhibitor is eligible for UK Trade & Investment support in advance of contracting for payment, or in instances where a company may have UK Trade & Investment support withdrawn after the BPF is contracted for payment on behalf of an exhibitor. The company (applicant) will remain liable to pay for the full cost of providing the stand allocated to that company.
25. The BPF will not authorise payment of any UK Trade & Investment grant monies for any company that has not previously paid stand fees and invoices for provision of services in full to the BPF or its suppliers.
(i) Synopsis of UK Trade & Investment Terms and Conditions for companies in UK Trade & Investment supported
(ii) exhibition joint venture groups: Stands must be in the name of UK registered company.
(iii) The company must be an SME under the EU definition.
(iv) Exhibits must be predominantly of UK origin.
(v) Stand must be managed throughout the exhibition by personnel competent to best promote the company and product.
26. The BPF is not held liable for ensuring that your company, your personnel, or exhibits are adequately insured against all risks.
27. In completing this application, the exhibitor shall ensure that it has full insurance cover against accident, injury, loss or damage of any nature including public and product liability. Exhibitors will be liable for third party claims arising from their own stand fittings and for their proportion of the stand construction. The exhibitor shall also comply with any requirements of BPF, the exhibition organiser and any applicable law in this regard.
28. No damage may be caused to a Pavilion stand, or display aids supplied, particularly by the use of nails, or tacks for attaching panels to the stand walls.
29. If damage is so caused, companies will be charged the full cost of replacement of the damaged items.
30. Companies are forbidden to further embellish the fascia panels of their stands by use of unauthorised additional graphics, or display aids.
31. Companies are requested not to promote their presence and exhibits in a manner likely to cause offence, or nuisance to other exhibitors, or in contravention of the organisers’ terms and conditions of participation.
32. From time to time, the BPF may appoint service companies to offer group freight, travel, accommodation, promotion and other services as may be thought in the interest of the exhibiting companies. Where the BPF makes such appointments, exhibitors are free to make use of the services of such companies at their own risk. Such appointments are made in the interest of reducing individual costs for joint venture participants. Companies are not obliged to use such services.

Plastics & Rubber Vietnam 2012Exhibitor’s Handbook
33. The BPF cannot accept responsibility for the performance, actions or negligence of contractors appointed by exhibitors.

34. Where an event is postponed or cancelled for reasons beyond the control of the BPF, all reasonable effort will be made to reclaim any fees from the organisers and/or contractors, and to refund such fees, net of any administration charges incurred by the BPF.

35. The BPF reserves the right to raise a surcharge on stand fees, in the event of significant currency fluctuation.

36. Force majeure - BPF shall be entitled, without liability on its part and without prejudice to its other rights, to terminate a contract or any unfulfilled part thereof or, at its option, to suspend or give partial performance under it, if performance by BPF or by its suppliers is prevented, hindered or delayed whether directly or indirectly by reason of any cause whatsoever beyond BPF’s or its suppliers reasonable control, whether such cause existed on the date when the contract was made or not.

In signing these Terms and Conditions, your company agrees to be bound by these and Terms Conditions, those of the Show Organiser and those of UK Trade and Investment if applicable.

Each company must pay the BPF management fee on the due date. The management fee applies to all companies exhibiting within the UK Group whether they are exhibiting on the Pavilion or independently. Companies exhibiting as part of the UK group but with no UK Trade & Investment support are also obliged to pay the management fee. The management fee is non-refundable. The management fees are as follows…

<table>
<thead>
<tr>
<th>Package</th>
<th>Fee</th>
</tr>
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<tbody>
<tr>
<td>P&amp;R Vietnam 2012 Group co-ordination - Member</td>
<td>£300</td>
</tr>
<tr>
<td>P&amp;R Vietnam 2012 Group co-ordination – Affiliate Member</td>
<td>£350</td>
</tr>
<tr>
<td>P&amp;R Vietnam 2012 Group co-ordination - Non Member</td>
<td>£400</td>
</tr>
</tbody>
</table>

Please fax to 02074575045, post to BPF 6 Bath Place, EC2A3JE, London or email to jelliott@bpf.co.uk

P&R VIETNAM 2012

PLEASE FAX TO 02074575045, POST TO BFP 6 BATH PLACE, EC2A3JE, LONDON OR EMAIL TO jelliott@bpf.co.uk

Total Space required (at US$405 per sqm)

* (consists of raw space cost + stand construction)

£300 (BPF Member)
£350 (BPF Affiliate Member)
£400 (Non-BPF Member)

TOTAL COST:

Your Name

Address

E-mail

Signature

Phone number

Date

The British Plastics Federation is a company limited by guarantee. Registered in England no 282883

This literature is correct at the time of going to print, however the BPF reserves the right to alter the packages without prior notice.

Management Fee for British Group: BPF Members - £300.00 + VAT; BPF Affiliate Members - £350 + VAT; Non BPF Members £400 + VAT
The British Plastics Federation
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Rivington Street
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EC2A 3JE
Tel: 020 7457 5001
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E-mail: jelliott@bpf.co.uk
www.bpf.co.uk