Chinaplas 2009

18th – 21st May 2009

The British Group
Useful Contact Details

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Chinaplas Overview

<table>
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<th>Facts &amp; Figures</th>
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<tr>
<td><strong>Event Title</strong></td>
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<td><strong>Show Venue</strong></td>
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<td><strong>Expected Exhibitors</strong></td>
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<td><strong>Expected Visitors</strong></td>
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<td><strong>Duration</strong></td>
</tr>
<tr>
<td><strong>Size</strong></td>
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</tbody>
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The previous show - Chinaplas 2008

Chinaplas massive growth continues unabated with the 2008 years show in Shanghai attracting 10,000 more visitors than the previous addition with 72,161 coming to the trade halls at the International Expo Centre in Pudong. This was considerably more than the organizers themselves even predicted, having hoped for around 63,000 visitors for the show. The show itself consisted of 11 permanent and 3 temporary halls, all of which were sold out, this constituted a 40% increase in exhibition area from the last time the show took place in Shanghai in 2006. An a dramatic increase from just 4 halls when the show took place at the same location in 2004.

<table>
<thead>
<tr>
<th>Year</th>
<th>Venue</th>
<th>Visitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>Guangzhou</td>
<td>31,000</td>
</tr>
<tr>
<td>2002</td>
<td>Shanghai</td>
<td>55,000</td>
</tr>
<tr>
<td>2003</td>
<td>Beijing</td>
<td>20,000</td>
</tr>
<tr>
<td>2004</td>
<td>Shanghai</td>
<td>57,751</td>
</tr>
<tr>
<td>2005</td>
<td>Guangzhou</td>
<td>52,009</td>
</tr>
<tr>
<td>2006</td>
<td>Shanghai</td>
<td>57,812</td>
</tr>
<tr>
<td>2007</td>
<td>Guangzhou</td>
<td>61,621</td>
</tr>
<tr>
<td>2008</td>
<td>Shanghai</td>
<td>72,161</td>
</tr>
</tbody>
</table>

The BPF at Chinaplas 2008

The BPF have long recognised China as a market, not only for exports but for business collaboration. The BPF first attended a Chinese plastics show in 1976 and since then have organised numerous British Group participation in the market. In 2006 the BPF signed an historic Technical Co-Operation Agreement with the Chinese Plastics Processing Industry Association and have built great links with this organisation who represent over 3000 plastics companies in China from all facets of the industry.

At Chinaplas’08 (17-20 April, International Expo Centre, Shanghai) the BPF organised a British Pavilion made up of 10 companies and also staged a Trade mission for a further 15 companies in collaboration with Rapra Limited. The show was a huge success with huge numbers of visitors and the British contingent reporting staggering amounts of leads from ‘very serious potential buyers’.
The Venue

Pazhou Complex is a multifunctional and comprehensive international exhibition centre of a high international standard with each of the individual 13 halls consisting of an area of around 10,000 square meters.

A subway station is built nearby and road connections are excellent. The No.2 Subway is a short walk away and the future No. 4 Subway will join here. The No. 3 Subway will transit around the halls. At present, there are bus stops for buses No. 137, No. 203, No. 206 Swift Line, No. 229 and No. 262.
The British Pavilion location

The British Plastics Federation has reserved over 180sqm of space in Hall 11.1, which is the International Hall.
Stand Construction

**SPACE AND CONSTRUCTION PACKAGE**

The stand package price is approx £350 per square metre (depending on exchange rates)

Prices can vary with exchange rates, and prices do not include VAT.

<table>
<thead>
<tr>
<th>Each stand package will include the following:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Space</strong></td>
</tr>
<tr>
<td><strong>UK Feature and Fascia</strong></td>
</tr>
<tr>
<td><strong>Carpeting</strong></td>
</tr>
<tr>
<td><strong>Stand Walls</strong></td>
</tr>
<tr>
<td><strong>1 x round table</strong></td>
</tr>
</tbody>
</table>

Note: The square metre prices shown above combine the cost of both space and construction. You will receive separate invoices for each of these elements.

The stand contractor is Pico
**Key Benefits To The Exhibitor**

The UK Group is well located within the International Pavilion at the show – this acts as a draw to visitors to the show.

The BPF will organise a pre-exhibition briefing with experts on the Chinese market for the British Group exhibitors. There will also be networking opportunities out in market, giving UK companies the chance to meet up with potentially interesting contacts while out in China.

The BPF will provide media relations support ensuring coverage of the UK Group both in UK publications, and crucially those out in market. All aspects of the group participation will be promoted on BPF on-line (currently receiving in excess of 3000 hits per day) including detailed information on all companies taking part in the UK Group.

The BPF will be able to offer a large amount of project management support, assisting companies with travel and accommodation arrangements, warning companies of approaching deadlines and ensuring the smooth running of the stand construction.

At the show the British Plastics Federation will provide the group with additional services such as internet, refreshments and a hospitality area on the BPF stand. Staff will also be on-hand during the show to offer extra support to companies and offer assistance in communicating with local support networks, including British Consulate Commercial Staff, key Government contacts and local businessmen.

£550 Pavilion Management Fee (non-members)

£470 Pavilion Management Fee (affiliate members)

£420 Pavilion Management Fee (members)

**Stand Services and Additional Items**

All additional items not included in the above package such as compressed air, water, increased power supplies etc must be paid for by the exhibitor. Details of additional display aids and furniture etc available to hire will be forwarded to shortly.

**Insurance**

The BPF and UK Trade & Investment do not take any responsibility for exhibitors insurance. Therefore, each exhibitor is required to arrange his or her own comprehensive insurance.

**UK Trade & Investment Grants**

The BPF have secured UKT&I grants of £1,800 for UK companies wishing to exhibit at Chinaplas. 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)**

UK Trade & Investment has adopted the European Union definition of an SME. This 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 a) and b), although this threshold may be exceeded in the following two cases:

   (i) if the business is held by public investment corporations, venture capital companies or institutional investors, provided no control is exercised either individually or jointly over it;

   (ii) if the capital is spread in such a way that it is not possible to determine by whom it is held and the business can legitimately declare that 25% or more of it is not owned by one enterprise or jointly by several enterprises falling outside the definition of a SME.

**Definition of a New to Export**

During the past 12 months less than 10% of turnover resulted from proactive exports (i.e. sales to new overseas customers that have been actively identified by the business) and no more than 25% of turnover resulted from a combination of proactive and reactive exports. (Reactive exports would normally result from unplanned approaches from potential overseas customers and from UK-based third parties, or from overseas responses to UK-focused web sites).

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.

If you would like to receive further information please contact Justyna Jaworska, BPF Events Phone: 020 7457 5001 Email: jjaworska@bpf.co.uk

**Why Should You Invest In China?**

- From Jan to June 2007 the year-on-year gross product of the Chinese plastics market showed a growth of 27.3%
- Plastics consumption is growing rapidly
- China imported approximately 10 million tons of plastics in 2007, almost 71 percent more than 2006 (the home market continues to struggle to keep up with demand).
- The overall consumption of plastics in China is 30,000 ktonnes with a turnover of US$35.5 billion
China is now in a key period of its 11th five year plan and continues to grow from strength to strength. In the first half of 2007, the gross output of plastics products in China reached RMB364.5bn (approx £24bn) which constituted an increase of 27.3% on the same period the previous year. In order to keep up with this demand there is a massive need for quality overseas machinery and raw materials. At the current rate the local market can only supply 50% of the raw materials consumed in China, even as more capacity comes online the industry growth means that the domestic market is unlikely to meet this demand anytime soon. It is estimated that by 2010 China will be producing 35 million tonnes of raw material, with this set to increase to 50 million tonnes by 2010. As the Chinese population becomes more affluent the consumption of polymer per head has increased dramatically, from 15kg per head in 2000 to 31kg per head in 2006 (source: EUROMAP World Market Directory).

Official statistics from the Chinese Plastics Processing Industry report 14,952 large-scale plastic processors accounting for a total production value of RMB801.816 billion in 2007 up 27.06% on 2006 figures contributing some 10.54% of China’s GDP with an output of 33.023 million tons in 2007 (a growth of 14.48% on the previous year).

Predictions for 2008 are suitably grand with steady growth anticipated and the 2008 Beijing Olympics stimulating even more consumption. The demand for plastics machinery in China is very high with increasing need for high technology and high quality machinery. In 2001 73,000 plastics machines were sold in China, in 2006 the number had more than doubled to 149,000.

| Breakdown of Plastics Product Output by Province in China (2007) – Source: CPPIA |
|-----------------------------|------------|
| Zhejiang                   | 27%        |
| Guangdong                  | 27%        |
| Jiangsu                    | 12%        |
| Shandong                   | 11%        |
| Liaoning                   | 6%         |
| Hebei                      | 5%         |
| Henan                      | 4%         |
| Anhui                      | 4%         |
| Fujian                     | 4%         |

As can be seen from the table above, the majority of plastics companies in China are based in the Southeast coastal provinces, with Guangdong, Zhejiang, Jiangsu and Shandong accounting for 65.5% of China’s plastics production (21634kt).

The recycling of plastics materials in China is become increasingly one of the key issues for the sector. Partly due to the increasing cost of raw material companies are looking to use recycled materials in their production and partly due to the inability of the domestic market to produce enough virgin material. Currently around 20% of total consumption for engineering plastics is made up of recyclate.

Some of the Chinese industrialists met by the BPF expressed frustration regarding a ban on offering free plastics bags will come into force in June and the production of ‘ultra thin’ bags will also be banned. A further recently announced ban on the importation of post-consumer waste will add to the difficulties of local recyclers. The recycling industry is of course an important component of the Chinese plastics sector and is preparing for a large exhibition, the China International Resource Recycling Industry Exhibition organised by CBI China and which will take place between September 9th-11th 2008 in Qingdao.
Hotel Accommodation

The Appointed Travel Agent is DER Travel and they have block booked rooms for the group. If you wish to book a room please contact...

Bindiya Verma  
Senior Trade Fair Consultant  
DER Travel  
Conduit Street, London, W1S 2XN  
tel: +44 870 143 0900  
fax: +44 20 74995779  
email: bindiya.verma@dertour.co.uk  
web: www.tradefairs.co.uk

Visas

These are mandatory for visitors to China, these can be processed by the travel agent on request at a rate of approximately £70. The BPF will assist with the administration of this and can provide all companies with letters of invitation.

Getting Around

Taxis are abundant and metered. Public transport are available (includes buses and mini-buses), but are often crowded.

Traffic

The traffic is very convenient in Guangzhou. If you leave Guangzhou city for Baiyun Airport, it will take you 50 minutes. If to Hong Kong, it will take 3 hours from Guangzhou city.

Language Spoken

Mandarin and Cantonese are widely spoken. Mandarin and Cantonese are widely spoken. Please ask the BPF for help with organising an interpreter for your stand.

TERMS & CONDITIONS OF PARTICIPATION FOR UK GROUP EXHIBITORS AT CHINAPLAS 2009

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 brings together the work of the Foreign & Commonwealth Office (FCO) and the Department of Trade & Industry (DTI) in support of British trade and investment overseas. SESA means Support for Exhibitions and Seminars Abroad. 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:
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 17, 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 Adsale, 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 (see point 4) 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. An exhibitor 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 Trade & Investment.
23. 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.

24. 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.

25. Synopsis of UK Trade & Investment Terms and Conditions for companies in UK Trade & Investment supported exhibition joint venture groups:
   
   (i) Stands must be in the name of UK registered company.
   (ii) The company must be an SME under the EU definition.
   (iii) Exhibits must be predominantly of UK origin.
   (iv) The company name on the fascia board must be the same as that on the exhibition application form.
   (v) Stand must be managed throughout the exhibition by personnel competent to best promote the company and product.

26. The BPF may be held liable for ensuring that your company, your personnel, or exhibits are adequately insured against all risks.

27. In submitting 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.

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.

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>Management Fee:</th>
<th></th>
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<tbody>
<tr>
<td>Group co-ordination - Member</td>
<td>£550</td>
</tr>
<tr>
<td>Group co-ordination – Affiliate Member</td>
<td>£470</td>
</tr>
<tr>
<td>Group co-ordination - Non Member</td>
<td>£420</td>
</tr>
</tbody>
</table>
37. In signing these Terms and Conditions, your company agrees to be bound by these and Terms and Conditions, those of the Show Organiser and those of UK Trade and Investment if applicable.

38. 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.

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**PLEASE FAX TO 02074575045, POST TO BPF 6 BATH PLACE, EC2A3JE, LONDON OR EMAIL TO jjaworska@bpf.co.uk**

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**Total Space required**

* (at approx £350 per sqm)*

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>£350 consists of USD340 for space only + £150 for stand construction (inc British Pavilion stand enhancement sponsored by UK T&amp;I)</td>
<td></td>
</tr>
<tr>
<td>British Group Management Fee:</td>
<td></td>
</tr>
<tr>
<td>☐ £420 (BPF Member)</td>
<td></td>
</tr>
<tr>
<td>☐ £470 (BPF Affiliate Member)</td>
<td></td>
</tr>
<tr>
<td>☐ £550 (Non-BPF Member)</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL COST: **


**COMPANY NAME**


Your Name


Address


Phone


Signature


Date


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