CHINAPLAS 2011 INFORMATION PACK

17th – 20th May 2011
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Fax: +(852)-(852)-25165024

**Travel Agent**  
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Conduit Street, London, W1S 2XN  
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**Chinaplas Overview**

<table>
<thead>
<tr>
<th>Facts &amp; Figures</th>
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<tr>
<td><strong>Event Title</strong></td>
<td>Chinaplas 2011, The 25th International Exhibition on Plastics and Rubber Industries</td>
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<tr>
<td><strong>Show Venue</strong></td>
<td>China Import &amp; Export Fair Pazhou Complex, Guangzhou, PR China</td>
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<td><strong>Expected Exhibitors</strong></td>
<td>2,150 exhibitors from 36 countries</td>
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<td><strong>Expected Visitors</strong></td>
<td>76,000</td>
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<tr>
<td><strong>Duration</strong></td>
<td>17th – 20th May 2011</td>
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<tr>
<td><strong>Size</strong></td>
<td>150,000 sqm</td>
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**The previous show - Chinaplas 2010**

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<tr>
<th>Year</th>
<th>Venue</th>
<th>Visitors</th>
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<tr>
<td>2009</td>
<td>Guangzhou</td>
<td>69,298</td>
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<tr>
<td>2010</td>
<td>Shanghai</td>
<td>75,000</td>
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The Venue
Pazhou Complex is a multifunctional and comprehensive international exhibition centre of a high international standard with each of the invidual 13 halls.

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 nearly 180sqm of space in Hall 9.2, which is an International Hall.
Stand Construction

The British Group stands will be build by a private contractor called Milton Exhibits.

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<th>Each stand package will include the following:</th>
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<tr>
<td>Space</td>
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<tr>
<td>UK Feature and Fascia</td>
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<tr>
<td>Carpeting</td>
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<tr>
<td>Stand Walls</td>
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<td>1 x round table</td>
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The stand package price is approx £310 per square metre (depending on exchange rates) The raw space cost is: $340 per 1sqm and the construction inc.furniture as above costs: £60.

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

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.

Key Benefits To The Exhibitor

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

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)

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 has secured £1,400 of UKT&I grants for each eligible UK exhibitor 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)
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.

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

The Appointed Travel Agent is DER Travel, who hold a group booking for the UK exhibitors. If you wish to book a room in the group hotel, please contact...

Bindiya Verma
DER Travel
Conduit Street, London, W1S 2XN
Direct Line: 0207 290 1109
Fax: 0207 499 5779
Email: bindiya@tradefairs.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 £100. 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.

Language 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 2011

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 claims, expenses, legal costs, claims or losses of any nature suffered by BPF as a result of the exhibitors failure to comply with:
   a) Its contract with BPF
   b) UK Trade & Investment’s terms and conditions
   c) 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 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. 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.
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.
   (vi) 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.

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…

| Chinaplas 2011 Group co-ordination - Member | £420 |
| Chinaplas 2011 Group co-ordination – Affiliate Member | £470 |
| Chinaplas 2011 Group co-ordination - Non Member | £550 |

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**Total Space required (at approx £310 per sqm) *  **

*£310 consists of USD340 for space only + £60 for stand construction*

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**TOTAL COST:  **

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<tr>
<th>COMPANY NAME</th>
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<tr>
<td>Address</td>
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**British Group Management Fee:**

- [ ] £420 (BPF Member)
- [ ] £470 (BPF Affiliate Member)
- [ ] £550 (Non-BPF Member)

**Your Name**

**E-mail**

**Signature**

**Phone number**

**Phone**

**Date**