

# APPLICATION FOR STAND SPACE



## BIOTECH CHINA 2010

International Trade Fair & Congress for Biotechnology  
2 - 4 June 2010, Shanghai, China  
Shanghai International Exhibition Center (INTEX)

### Exhibitor Details

Company Name: \_\_\_\_\_

Street / P. O. Box: \_\_\_\_\_

Country / Postcode / City: \_\_\_\_\_

Location of Head-Office: \_\_\_\_\_

Website: \_\_\_\_\_ Company Email: \_\_\_\_\_

Name of Managing Director: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### Type of Company (multiple answers possible)

Manufacturer  Importer  Association  Organiser of group participation

Other (please specify): \_\_\_\_\_

### Product Category

Enter code for category applicable to you:

(See enclosure, please specify your products to help us to place your company in the product index)

### Company and Product Presentation

We would like to hold a company and/or product presentation within the Innovation Forum.

Duration: 30 minutes

Charge: EUR 350,- for room and conference equipment

Desired date:  Wed, 2 June 2010  Thur, 3 June 2010

The Organisers reserve the right to allocate the final date and time slot to the presenting company. The presentation will be advertised in the event catalogue, program as well as on the event website. We will get in contact with you for the name of the speaker, topic and presentation time.

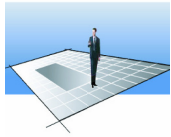
### Exhibitor undertaking

To all the exhibits on display, we either own the intellectual property rights, or have the authorization or permission for exhibition from the owner of the intellectual property rights, which have no infringement activity involved. Otherwise, we will remove the infringed exhibits from display immediately and will not use this reason to request back any participation fee.

**Application deadline: 15 April 2010**

## STAND SPACE APPLICATION (Please choose one option only)

### Option 1:



**Raw space:** Space only (minimum 9 sqm)

Rate: EUR 206,-/ sqm

Size:  m X  m =  sqm  
width depth total area

Total cost: EUR \_\_\_\_\_

### Option 2:



**Package price:** Standard Shell Scheme (minimum 9 sqm)

Rate: EUR 230,-/ sqm

Size:  m X  m =  sqm  
width depth total area

Total cost: EUR \_\_\_\_\_

**The package price includes:** Stand rental, back and side walls (white), carpeting, 1 table, 2 chairs, 1 waste paper basket, fascia board with company name, 2 spot lights, 1 electrical socket.

### Option 3:



**International Pavilion:** (minimum 9 sqm)

Rate: EUR 245,-/ sqm

Size:  m X  m =  sqm  
width depth total area

Total cost: EUR \_\_\_\_\_

**The price for the International Pavilion includes:** Stand rental, back and side walls, carpeting, 1 information counter, 1 table, 3 leather chairs, 1 waste paper basket, fascia board with company name, 2 spot lights, 1 electrical socket, brochure holder, use of lounge area (with tables and chairs), snacks and drinks, English speaking contact person.

The Organiser reserves the right to alter the size of the stand slightly.

## CO-EXHIBITOR

We hereby apply for paid registration of the following company as a **Co-Exhibitor** according to the Terms & Conditions for Participation. A charge of EUR 100,- will be applicable for each Co-Exhibitor on the main exhibitor stand.

Company Name: \_\_\_\_\_

Street / P. O. Box: \_\_\_\_\_

Country / Post Code / City: \_\_\_\_\_

Contact person: \_\_\_\_\_ Designation: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

## DECLARATION BY THE EXHIBITOR

We agree that this application, when approved by the Organiser, shall constitute, together with the Terms & Conditions for Participation annexed hereto, and any additions which may be made pursuant to the said Terms & Conditions, a valid and legally binding contract. We have read and agreed fully to the Terms & Conditions for Participation.

Place / Date \_\_\_\_\_

Legal binding signature / Company stamp \_\_\_\_\_

## Mode of Payment:

Cheques/Bank drafts are to be made payable to:

**Deutsche Messe AG, Hannover**

Telegraphic transfers are to be wired to the following bank account:

Bank: **Bankhaus HALLBAUM AG**  
An der Börse 7, D-30159 Hannover

Account: **104 000**

IBAN: **DE 88 250 601 80 0000104000**

SWIFT: **HALL DE 2H**

BLZ: **250 601 80**

## Form Return Address / Contact:

**Deutsche Messe AG**

Department 422

Maren Seidel / Nina Reid

Messegelände

30521 Hannover

Germany

Phone: +49 511 89-34223/-34224

Fax: +49 511 89-31209

Email: maren.seidel@messe.de / nina.reid@messe.de

Web: www.biotech-china.com / www.messe.de

## **1 BIOENGINEERING**

### **1.1 Bioprocess technologies**

- Protein/enzyme engineering
- Cultivation techniques/processes
- Downstream processing/fermentation/cell culture engineering

### **1.2 Biotechnology products**

- Technical Products
- Fine chemistry
- Pharmaceuticals
- Diagnostics
- Proteins/Enzymes
- Low-molecular natural substances
- Agricultural products
- Foodstuffs
- Transplants
- Strain collection
- DNA synthesis
- Microarray technology

### **1.3 Analytic methods**

- Bioanalysis
- Process analysis
- Product analysis
- Clinical tests
- High throughput screening (HTS)
- Bio- and chemosensory analysis
- Microsystems technology

### **1.4 Chemistry**

- Biotransformation
- Chemoenzymatic synthesis
- Combinatorial chemistry
- Protein/gene design

### **1.5 Nanotech and products**

- Drug design
- DNA chips
- Protein chips
- DDS
- Genome-based drug discovery
- Bio reactors
- Health care chips
- Micro TAS

## **2 INSTRUMENTS/EQUIPMENT**

### **2.1 Instruments Applications**

- Spectroscopy
- Chromatography
- Spectrum
- Mass Spectrometry
- General Instrument
- Energy Spectrum & Ray Analysis
- Microscopy & Image Analysis
- Electro-Chemistry
- Thermo-Analysis
- Element Analysis
- Gas Analysis
- Carbon-Sulfur Analysis
- Granularity Analysis
- Biochemistry & Healthcare
- Environment Monitoring & Analysis
- Physical Analysis
- Measurement & Testing
- Nuclear

### **2.2 Laboratories**

- Laboratory facilities
- Laboratory automation
- Laboratory fittings
- Laboratory equipment
- Liquid handling
- Water purification plants
- Clean-room technology
- Robotics
- HPLC equipment and accessories
- Electrophoresis
- Microscopes
- Spectrometers
- Sequencers/synthesizers
- Bioanalytic instruments
- Image analysis
- Test kits for molecular biology
- Sample preparation

## **3 BIOINFORMATICS/SERVICES**

### **3.1 Bioinformatics**

- Simulation software and modelling
- Databases - DNA
- Molecular structures
- Proteins
- Research literature etc.
- Molecular bioinformatics-Genome research
- Protein design
- Active agent development
- Evolution strategies
- Scientific software

## **3 BIOINFORMATICS/SERVICE**

### **3.2 Biotechnology services**

- Plant engineering
- Contract research
- Order trends
- Production to order
- Consulting
- Quality management
- Financing
- Patents
- Licenses
- Innovation consulting
- Technology transfer
- Consulting for new companies/marketing consulting
- Joint venture center
- Job center
- Specialist information and publications
- Further training
- GMP
- Economic promotion

## **4 MEDICAL AND PHARMCEUTICAL APPLCIATIONS**

### **4.1 Medicine/pharmaceutics**

- Antibiotics
- Hormones
- Vaccines
- Blood factors
- Growth factors
- Immunization stimulants
- Immunological test kits
- Diagnostics/tests
- Gene therapy and diagnostics
- Evolution strategies/combinatorial analysis
- Humane Genome Project/genomic DNA sequencing
- Combinatorial biochemistry/search for active agents
- Tissue Engineering
- Antisense Oligonucleotide therapy
- Xenotransplantation
- Innovative trends in medicine and pharmaceutics

## **5 ENVIRONMENTAL APPLICATIONS**

### **5.1 Environmental biotechnology**

- Bioremediation (water, soil, air)
- Biotechnological soil remediation
- Biotechnological sewage treatment (incl. industrial liquid waste)
- Ground water protection
- Marine biotechnology
- Waste/disposal
- Recycling
- Utilization of organic residues and waste products
- Utilization of regenerative raw materials
- Monitoring/environmental analysis
- Production-integrated environmental protection
- Environmental cost management
- Innovative trends in environmental biotechnology

## **6 AGRICULTURAL APPLICATIONS**

### **6.1 Agricultural products/plant biotechnology**

- Animal food
- Industrial raw materials
- Regenerative raw materials
- Seed cultivation
- Yield and quality improvement in plant cultivation (transgenic plants)
- Resistance in plant cultivation
- Plant development
- Innovative trends in plant biotechnology

### **6.2 Animal breeding**

- Efficiency and quality improvement in animal breeding (transgenic animals)
- Gene farming

### **6.3 Biological pest control**

- Micro-organisms
- Insecticides
- Toxins
- Pheromones
- Biological plant protection

## **7 APPLICATIONS IN NUTRITION**

### **7.1 Foodstuffs**

- Aromatic substances
- Enzymes
- Genetically engineered enzymes
- Stabilizers
- Starter cultures
- Vitamins
- Additives

### **7.2 Biotechnology of foodstuffs**

- Products and techniques for improving the Quality
- Nutritional physiology
- Texture/yield
- Processing Functional foods
- Food microbiology analysis
- Food and bioproducts processing
- Foodstuffs analysis
- Innovative trends in biotechnology of foodstuffs

## TERMS & CONDITIONS FOR PARTICIPATION

### 1. Definitions

'Exhibition' shall mean the event, **BIOTECH CHINA 2010**, which will take place from 2-4 June at Shanghai International Exhibition Center (INTEX Shanghai), Shanghai, China. 'Organiser' shall mean 'World Expo (Group) Shanghai Modern International Exhibition Co., Ltd.' together with 'Shanghai Technology Convention & Exhibition Co., Ltd.' and 'Deutsche Messe'. 'Exhibitor' shall mean any person, firm or organisation allocated a space by the Organiser in the above-said exhibition. 'Co-Exhibitor' shall mean any person, firm or organisation exhibiting their own products or services on the stand space of an Exhibitor.

### 2. Application for participation & acceptance

All applications for participation shall be made on the prescribed form overleaf. The application shall be submitted to the Organiser. One week after confirmation of the participation a deposit equivalent to 30% of the total booth rental charges as well as the fee for Co-Exhibitors shall be transferred to the stipulated Organiser's bank account. The remaining 70% of the total booth rental charges shall be due one month before the event date. The Exhibitor shall receive two partial payment invoices. The submission of the application form shall be deemed to be confirmation of participation and full acceptance of the 'Terms & Conditions for Participation' as stated herein. The application shall become a valid contract upon the Organiser accepting the application. The application and confirmation of its receipt do not constitute grounds for any claim to approval, or to any specific location or site of stand. In particular, the Organiser is entitled to implement reductions in the number of square metres applied for if the exhibition area available is oversubscribed.

### 3. Rental of stand fittings, design and signs

The individual design of the stand, if in excess of the services indicated in the offer, is the concern of each individual Exhibitor to apply with the official contractor - furniture, fittings, fixtures and utilities. The nature of the design shall, however, be subjected to the construction regulation applicable to the event venue and to the construction guidelines set by the Organiser.

### 4. Co-Exhibitors and firms indirectly represented

Stand areas are in principle made available solely as whole entries and only to one contracting party, the 'main Exhibitor'. The use of the stand area by another company represented by its own exhibition goods (Co-Exhibitor), shall require a special application and written approval from the Organiser. A charge of EUR 100,- will be applicable for each Co-Exhibitor or additionally represented company. It will be invoiced to the main Exhibitor. The minimum catalogue / internet entry free of charge includes the company name and stand number. Further services will be offered on a separate order form in the Exhibitors' Manual and will be invoiced after receipt of order (see 5. c).

Approval of Co-Exhibitors is likewise based on the criteria listed under point 2 above, apart from this such companies shall also be subject to the 'Terms & Conditions for Participation', which are to be acknowledged by those companies in writing. The assignment of the rights and obligations to other parties, even if only any part, is not permissible except with the written approval of the Organiser in advance.

The main Exhibitor shall be liable for any fault on the part of his Co-Exhibitor or indirectly represented company and their agents, in the same manner as his own faults and for the faults of his own agents. The same shall apply to any auxiliary staff.

If paragraph 4 above applies, the main Exhibitor and all Co-Exhibitors shall be jointly and severally liable to the Organiser for the obligations arising from this rental contract.

### 5. Terms of payment

- All applications shall be followed by a non refundable deposit of 30% of the total stand rental charges as well as the fee for Co-Exhibitors within one week after the Organiser's confirmation of participation.
- The balance shall be paid within 1 month before the commencement of the exhibition.
- For other additional services, payments must be made in full in advance when placing orders for services.
- Payment by the stipulated date is a prerequisite condition for the Exhibitor's participation in the exhibition and the use of the stand.
- All remittance are payable in the currency stated on the application form, inclusive remittance and beneficiary bank charges.

In the event of default of payment by the stipulated dates, the Exhibitor's application shall be deemed to be cancelled and the 30% deposit forfeited; and the Organiser shall reserve the right to claim all payment due from the defaulting Exhibitor. The Exhibitor shall not be entitled to any form of compensation whatsoever, whether for loss of profits or otherwise.

### 6. Withdrawals

The Exhibitor will not be permitted to withdraw from, cancel, alter or reduce in any way their booking in the exhibition. However, the Organiser may consider special cases and in their sole discretion grant partial refunds according to how many months/weeks before the start of the exhibition that the proposed withdrawal or charge is made known to the Organiser in writing.

Months before start of exhibition penalty charge

- 4 months to more than 2 months 30%
- Within 2 months 100%

### 7. Movement of exhibits

- The Exhibitor shall bear the responsibility and expenses for the transport of exhibits to the exhibition venue.
- The Exhibitors shall make their own arrangements for the storage and warehousing of the exhibits, subject to the approval of the Organiser.

### 8. Security & insurance

The Organiser, its directors, trustees, offices, employees, agents and representations will not be responsible for the safety of articles of any kind brought into the exhibition by the Exhibitors, their employees, agents or contractors, members of the public or any person whatsoever. Exhibitors shall ensure that they are fully covered by insurance. The period of insurance shall be from the time the Exhibitor first enters the exhibition hall until all his exhibits have been properly removed to the satisfaction of the Organiser.

The Exhibitor shall indemnify and hold the Organiser, its directors, trustees, offices, employees, agents and representations harmless in respect of all costs, claims, liabilities, losses, demands, proceedings and expenses to which the Organiser, its directors, trustees, offices, employees, agents and representations may in any way be subject (including but not limited to members of the public, the staff of the local authorities, or the Organiser of Exhibitors' staff, agents or contractors) caused as a result of any act of omission of the Exhibitor, Co-Exhibitor, representatives, employees, agents, contractors or invitees. If the Organiser so demand the Exhibitor shall provide proof to the Organiser that the Exhibitor has adequate insurance coverage.

The Organiser shall not in any event be held responsible for any loss or damages whatsoever (including loss of profits suffered by the Exhibitor) as a result of any restrictions or conditions which prevent the construction, erection, completion, alteration or dismantling or for the failure of any service normally provided at the listed exhibition ground, for the cancellation or part-time opening of the exhibition either as a whole or in part, or for amendments or alterations to all or any of the 'Terms & Conditions for Participation' caused by any circumstance not within their control.

### Security Responsibility

During all periods, security of exhibits, stands and furniture is wholly the responsibility of the Exhibitor, his agent or contractor and the Organiser, its directors, trustees, offices, employees, agents and representations shall not be responsible for any losses, damages to property or injuries to person incurred.

### 9. Damage to the venue

The Exhibitor shall take good care of and shall not cause any damage or permit or suffer any damage to be done to the exhibition venue or to any part or parts thereof or to any fittings, equipment or other property therein, and shall make good and pay for damages thereto (including accident damage and damage by fire) caused by act or omission of himself, employees, Co-Exhibitors, agents, representatives, contractors or persons by reason of the use of the exhibition venue by the Exhibitor. If the Organiser so demand the Exhibitor shall insure the venue for any damage and send the insurance documents to the Organiser.

## TERMS & CONDITIONS FOR PARTICIPATION

### 10. Indemnity of the Organiser/show manager

Under no circumstances shall the Organiser make good or accept any responsibility or liability however arising with respect to damage, theft or loss of any property, goods, articles or things however placed, deposited, brought into or left upon the premise either by the Exhibitor for his use or purpose or by any other person, and the Exhibitor must indemnify the Organiser, its employees, agents and offices in respect thereof.

### 11. Compliance with laws

Exhibitors shall comply with all the rules, regulations and laws imposed or laid down or prescribed in the future by the government, public authorities and owners or managers of the exhibition venue for all purposes concerned with the implementation of these regulations, of the regulations and stipulations laid down or prescribed in the future by the Organiser by virtue thereof and of all other contracts relating to the exhibition, the Exhibitor shall be deemed to be domiciled at the office of the Organiser in Shanghai. Without prejudice to the powers of the parties to enter into a general or limited arbitration agreement, all disputes arising from the Exhibitor's participation, from the enforcement of these regulations, or from any other contracts relating to the exhibition, including the 'Terms & Conditions for Participation' stated herein, or by virtue of regulations or stipulations laid down or prescribed by the Organiser, shall be governed and construed accordingly and the Exhibitor hereby submits to the non-exclusive jurisdiction of the courts.

Where disputes shall arise concerning interpretation, the English text of these 'Terms & Conditions for Participation' shall be deemed to be final.

### 12. Supplementary clauses

Whenever necessary to ensure the smooth management of the exhibition, the Organiser shall have the right to issue supplementary regulations and instructions in addition to those in the 'Terms & Conditions for Participation'. All such additional written instructions form a part of the 'Terms & Conditions for Participation' and are binding on all Exhibitors.

### 13. Infringement of 'Terms & Conditions for Participation'

The infringement of the above mentioned 'Terms & Conditions for Participation' and any other further rules and regulations determined by the Organiser, will result in the exclusion of the Exhibitor from the event, and the Exhibitor shall have no right to claim compensation or demand refund on any payments already proceeded, loss or expenses, nor shall the Exhibitor be released from their contractual obligation to pay.

### 14. Force majeure

The timing and duration of the Exhibition may be altered, due to any cause whatsoever, beyond the control of the Organiser. The Organiser shall not be responsible for any loss sustained by the Exhibitor, which is directly or indirectly attributed to an Act of God such as fire, flood, earthquake, windstorm or other natural disasters, acts of any sovereign government, terrorist attacks, and any law and judgement relating to labour dispute. In the event of such circumstances, the money paid by the Exhibitor, or any part thereof, may not be refunded to the Exhibitor.

### 15. Unforeseen occurrences

In the event of any occurrence not foreseen in these 'Terms & Conditions for Participation', the decision of the Organiser shall be final.