

# APPLICATION AND CONTRACT FOR EXHIBITION SPACE



**FOOTWEAR MATERIALS,  
MANUFACTURING AND  
TECHNOLOGY**

**7 May – 9 May, 2010  
India Expo Centre  
Noida / New Delhi**

**1. Please indicate your preferred stand option. (Please refer to the attached details)**

DELUXE ADVERTISING PACKAGES	Directory Ad		Website Banner on Show Page
	Full page, 4C R.O.P	1/2, 4C R.O.P	4 months
12sqm Stand or above	EUR €400	EUR € 220	EUR € 175

\* Artwork and colour proof should be supplied by the exhibitor. Otherwise, the cost of producing artwork and colour-proof will be charged.

Or

- Option 1 – Shell Scheme EUR € 188 per square metre (minimum 9 square metres)
- Option 2 – Raw Scheme EUR € 167 per square metre (minimum 18 square metres)

**Discounts:**

- Early bird discount of 5% booking before August 31, 2009

**2. Please indicate the stand size you request (subject to availability) \_\_\_\_\_ sqm.**

**3. Please indicate number of open sides you request (subject to availability):**

- 2 open sides (5% premium)  3 open sides (7.5% premium)  Island site (10% premium)

Stands with more than one open side are charged with a premium on the total stand rental as appropriate.

**4. Please indicate the product categories to be exhibited by ticking the appropriate boxes below (Please select one main option only):**

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Hides & Skins  | <input type="checkbox"/> Synthetic/Natural Materials | <input type="checkbox"/> Shoe Machinery                   |
| <input type="checkbox"/> Process Chemicals & Dyes                             | <input type="checkbox"/> Components & Accessories    | <input type="checkbox"/> Exotic Leather                   |
| <input type="checkbox"/> Semi-Finished Leather/Finished Leather               | <input type="checkbox"/> Tanning Machinery           |   |
| <input type="checkbox"/> Equipment & Tools                                    | <input type="checkbox"/> Press                       | <input type="checkbox"/> others: Please specify           |
| <input type="checkbox"/> Toe puff & counters                                  | <input type="checkbox"/> Rubber,PVC,TPR,PU           | <input type="checkbox"/> Plastic Lasts, Midsoles, Insoles |
| <input type="checkbox"/> CAD CAM, Design & supply chain management Software's |  | <input type="checkbox"/> Release Papers                   |

*(Please return by mail this Space Application Form with your latest product brochure for our record.)*

**5. Please indicate your business nature by ticking the appropriate boxes below (more than one box can be ticked):**

- Manufacturer  Agents/Wholesaler  Importer  Exporter

**6. Method of payment**

This form should be accompanied by payment of a deposit equal to 50% of the total invoice amount. Balance payment should be settled on or before 1 March 2010.

**All above payments made are excluding service tax of 10.30% or as per applicable by Government of India.**

I enclose a cheque to the sum of \_\_\_\_\_ made payable to: UBM India Pvt Ltd

I have transferred the sum of \_\_\_\_\_ through (bank name)

Into the following account: UBM India Pvt Ltd, Hongkong Shanghai banking corporation, Fort Mumbai.

**Account No.:** 002-859882-001(EUR); **SWIFT CODE:** HSBK 0400002

To ensure your reservation and payment can be identified, please state the name of your company

and the name of fair you are participating when making your payment.a) Agree to abide by the Terms,

Rules & Regulations as endorsed on the back of this application form;

**Please sign and return th  
overleaf "Standard Rules &  
Regulations".**

Company Name (Exhibitor): \_\_\_\_\_ (English)

Representative who would be in-charge-of the Exhibition: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Tel: (\_\_\_\_\_) (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) (\_\_\_\_\_) \_\_\_\_\_

Country City Country City

Company Chop & Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please advise the billing company (if different from the above). All promotional materials will be sent to the exhibiting company unless specified differently.

Company Name: \_\_\_\_\_ Person to contact: \_\_\_\_\_

Address C/O: \_\_\_\_\_

Tel: (\_\_\_\_\_) (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) (\_\_\_\_\_) \_\_\_\_\_

Country City Country City

**Please complete and return:**

**APLF Limited**

UBM India Pvt Ltd, 1604 – 1605, 16th Floor Narain Manzil, 23 Barakhamba Road Connaught Place, New Delhi – 110001, India; Tel: +91 11 2376 5551, Fax: +91 11 2376 5552 Email: info@aplfindia.com; website: www.aplfindia.com

## GENERAL CONDITIONS

UBM India Pvt. Ltd is a group company of United Business Media Pte is the leading International trade fairs organizer and a provider of high-quality business information through its publications and websites.

### 1. TERMS OF REFERENCES

In these Terms and Conditions the following definitions shall apply:-

"Application Form" shall mean the application form overleaf.

"Contract" shall mean the contract between the Exhibitor and the Organisers upon the Organisers accepting the offer of the Exhibitor to participate, upon these Terms and Conditions and the Application Form, in the Exhibition.

"Exhibition" shall mean the exhibition as stated on the Application Form.

"Exhibition Centre" shall mean the centre named in the Application Form or such other venue as may be selected by the Organisers under clause 4. "Exhibition Centre Operator" shall mean the owner/proprietor/manager for the time being of the Exhibition Centre.

"Exhibition Space" shall mean any space in the Exhibition Centre licensed to the Exhibitor by the Organisers for the purpose of the Exhibition under these Terms and Conditions and shall include shell (ready stand) spaces and non-shell (raw) spaces. "Exhibitors' Official Directory" shall mean the official directory of the Exhibition published by the Organisers or an associated company. "Exhibitor" shall include the person described as such in the Application Form and all employees and agents of such person and shall also include permitted sub-licensees of the Exhibitor. "Exhibitor's Manual" shall mean the manual supplied by the Organisers to the Exhibitor which contains information relating to the Exhibition and the Exhibition Space and other matters (as amended from time to time).

"Fees" shall mean the amount payable for the use of the Exhibition Space (as specified in the Application Form). "Organisers" shall mean the person or persons named as the organiser(s) of the Exhibition on the Application Form. "Representatives" shall mean the employees, servants, agents, contractors, subcontractors and all other representatives of the Exhibitor.

"Rules and Regulations" shall mean the rules and regulations for the time being applicable to, amongst others, exhibitors at the Exhibition Centre made by the Exhibition Centre Operator.

### 2. RULES AND REGULATIONS AND EXHIBITOR'S MANUAL

The Exhibitor shall, and shall procure that its Representatives shall, to the extent appropriate, observe and comply with the Rules and Regulations, copies of which are obtainable from the Organisers on request. The Exhibitor shall, and shall procure that its Representatives shall, observe and comply with the Exhibitor's Manual.

### 3. APPLICATION FOR PARTICIPATION

All applications for participation shall be made on the Application Form which shall be submitted to the Organisers for approval accompanied by a non-refundable non-transferable application fee. The receipt of the application fee as stated in the Application Form. The Organisers reserve the right to accept or refuse any application without giving any reason. If the Organisers accept an application for participation otherwise than on the Application Form, such acceptance shall nevertheless be upon and subject to these Terms and Conditions and the Exhibitor shall, if required by the Organisers, complete and submit an Application Form.

The Exhibitor shall cooperate with the Organisers to provide them with any reasonable information which they require about it. An Exhibitor cancelling or reducing his space reserved shall not receive any refund. Acceptance of any payment made by an Exhibitor does not mean that the application is successful until the booth location has been assigned.

### 4. LICENSING AND ALLOCATION OF EXHIBITION SPACE

The Exhibition Space is licensed to the Exhibitor only (in common with the Organisers and all others authorised by the Organisers) on a non-exclusive basis. The Exhibitor is not permitted to sub-license the Exhibition Space allocated to it, either wholly or in part, or otherwise part with or share possession of all or any part of the Exhibition Space without the prior written consent of the Organisers. The Exhibitor shall ensure that any such authorised sub-licensees comply with this Contract and the Exhibitor's Manual and shall be responsible for any default of such sub-licensees and shall indemnify the Organisers in accordance with clause 12. The Organisers reserve the right to cancel the participation and license immediately if both sub-letting occurs. Any Exhibitor who wishes to use a name on its Exhibition stand which is different to that submitted on its Application Form must submit notice of this change to the Organisers at least three months prior to the commencement of the Exhibition together with the following: (i) documentation signed by a certified accountant or the company secretary (where the Exhibitor is a registered limited liability company) to prove that only the name of the Exhibitor has changed; or (ii) other documentation to show that the new company name belongs to a wholly-owned subsidiary of the Exhibitor. The Organisers may allocate the Exhibition Space in any manner as they deem fit but may take into account such factors as the order of application, nature of the Exhibition, the location of the Exhibition Space, the opening hours of the Exhibition, the term or duration of the Exhibition, the date or dates on which the Exhibition is to be held provided that the revised dates are within 6 months of the dates set out in the Application Form. To change the Exhibition Space allocated to the Exhibitor, to alter the size and dimensions of the Exhibition Space from that for which application is made on the Application Form, to change or close entrances and exits and access to the venue, Exhibition and/or Exhibition Space and to undertake any kind of alterations. In the event that the Organisers change the location or venue of the Exhibition, or the date or dates on which the Exhibition is to be held, the Organisers will provide the Exhibitor with notice of that change as soon as practicable.

Shell stands are all erected according to a standard pattern. No variation of the standard fascia and lettering is permitted. Exhibits and displays shall not exceed the height of the stand, unless written permission has been received from the Organisers. It is recommended that all design proposals be submitted to the Organisers for approval.

An Exhibitor who is allocated shell space will be provided with stand services as per the schedule in the Exhibitor's Manual. Plans, drawings and design proposals for non-shell spaces must be submitted and approved by the Organisers. Exhibitors in triplets must submit the plans and drawings submitted to the Organisers for approval not later than the time specified by the Organisers in the Exhibitor's Manual.

The Organisers reserve the right at any time to order the alteration or removal of any stand which differs from the approved specifications or which does not conform to the Rules and Regulations. The cost of such alteration and removal shall be borne by the Exhibitor. The Organisers shall not be liable for any work which may have been paid by the Exhibitors for rent and charges shall not be refunded. If any such alterations or removals are not made within the time required by the Organisers then the Organisers may undertake the same at the risk and cost of the Exhibitors and the Exhibitors shall reimburse all costs and expenses incurred in relation thereto by the Exhibitors on demand.

### 5. EXHIBITS

No exhibit will be allowed into or out of the Exhibition Centre without an official delivery order or clearance document. The Exhibitor shall at its own cost make its own arrangements for transportation of exhibits to and from the Exhibition Centre (including, without limitation, arranging for all necessary customs clearances) and for storage of exhibits and packaging materials. Display of any working or moving exhibits must have the prior written approval of the Organisers. Precautionary measures such as the provision of guards or other means of protection must be taken by the Exhibitor to protect the public from such moving or working exhibits. Moving or working exhibits shall only be demonstrated or operated by persons authorised by the Exhibitor and shall not be left running in the absence of such persons.

All exhibits and stand furnishings must be confined to the Exhibition Space. The Exhibitor shall not store or permit to be stored any hazardous goods (within the meaning of the Environment (Protection) Act 1986 and any regulations from time to time applicable there under) in the Exhibition Space.

Advertising literature shall be distributed from the Exhibitor's own stand(s) only. No business activity shall be conducted by the Exhibitor and his staff outside the allocated booth area. No advertising or canvassing for business may take place anywhere else in the Exhibition Hall. The Organisers reserve the right to remove at the Exhibitor's expense any exhibits or publicity material not produced by the Exhibitor or its associated companies or which are not as specified on the Application Form. The Exhibitor shall not exhibit at the Exhibition any counterfeit goods or any goods which infringe any third party's intellectual property rights ("Infringing Goods") or any goods which are prohibited or restricted in any local or regional ("Prohibited Goods"). The Organisers shall have the right, without recourse, to physically remove any goods which it or any Indian court or relevant authority deems to be Infringing Goods or Prohibited Goods, to cancel the Exhibitor's right of participation and/or to close down the Exhibitor's exhibition stand and in any such event, the Exhibitor shall have no financial or other claim against the Organisers.

The Exhibitor agrees to indemnify and hold harmless the Organisers in demand against all claims, liabilities, losses, suits, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of the Exhibition of any Infringing Goods or Prohibited Goods by the Exhibitor, or acts by third parties as a consequence thereof.

At such time after the close of the Exhibition as the Organisers may specify, or on sooner termination of this Contract, all exhibits shall be removed and cleared from the Exhibition Space and vacant possession of the Exhibition Space shall be delivered to the Organisers in as good and clean order and condition as it was when initially licensed to the Exhibitor. Any property remaining after the last day designated by the Organisers for material to be removed may be sold or otherwise disposed of by the Organisers at the Exhibitor's expense. No property may be removed from the Exhibition before the Exhibitor ends.

### 6. TERMS OF PAYMENT

Payment of the Fees by the date(s) stipulated in this Contract is of the essence to participation by the Exhibitor in the Exhibition.

### 7. Multi Storey Stand

Multi-Storey stand subject to additional 50% on stand rental fee which is based on the actual multi-storey floor area and is subject to Organiser's approval.

### 8. COMPANIES REPRESENTED AT THE DISPLAY SPACE OR STAND

8.1 The Exhibitor is not permitted to have an additional company represented at the display space or the stand, without the prior written consent of UBM. If the Exhibitor wishes to have an additional company represented at the display space or the stand it must fill out the Representation Stand Form of UBM, which will be provided to the Exhibitor upon request and sent to UBM.

8.2 UBM is free to accept or reject the Representation Stand application at its own discretion. UBM will notify the Exhibitor in writing of the acceptance or rejection of the application. If UBM does not accept the application, the Representation Stand Form will be part of the Contract. To the extent UBM accepts the application, the companies represented on the stand will be included in the official Exhibition and/or the Marketing Materials of UBM.

8.3 The Exhibitor will be charged a fee in the amount set out in the Contract for companies represented at the display space or stand in addition to the Exhibitor.

8.4 The Exhibitor shall be liable to, indemnify and hold harmless UBM for any damages or losses

UBM may incur in connection with any company represented at the display space or stand, irrespective of the legal basis therefor.

8.5 The Exhibitor may not sub-contract or resell the display space or stand allocated by UBM.

### 9. CONDUCT IN THE EXHIBITION CENTRE

During the term of the Exhibition and for so long as the Exhibitor or any of its Representatives or agents is in the Exhibition Centre in connection with the Exhibition the Exhibitor shall be responsible for the good conduct of its Representatives who shall be bound by and must observe these Terms and Conditions in all respects.

Exhibitors and their Representatives shall not do, or permit anything to be done, which in the reasonable opinion of the Organisers shall cause or is likely to cause a disturbance, nuisance, annoyance, costs, inconvenience, danger or risk to any person or thing, or to the health or safety thereof, or which does not conform with the general standards of the Exhibition or amounts or may amount to a breach of these Terms and Conditions. The Exhibitor shall (and shall procure that its Representatives shall) at all times act so as to avoid putting the Organisers in breach of the license (as amended from time to time) under which they hold the Exhibition Centre or the relevant part of it. It is expressly prohibited for the Exhibitor or its Representatives to record images of any other exhibitor's exhibition space or exhibits in any form ("Images") without the prior written consent of the Organisers. Such prohibition includes, but is not limited to, the taking of photographs, video or digital recording of any type and/or making any drawing or sketch or other physical record. The Exhibitor and its Representatives agree to surrender to the Organisers on demand any material in whatever media on which Images may be recorded in violation of this rule, including but not limited to film, video tapes, sketchbooks, camera phones and digital storage devices. Should the Exhibitor or its Representative record any image in breach of the above rule, the copyright and other intellectual property or other rights (including for the avoidance of doubt, rights in sound recordings and broadcasts) whether arising now or in the future ("IPR") shall vest in the Organisers unconditionally and immediately on the creation or recording of the Images. The Exhibitor undertakes to execute all deeds and documents and to do all things (and shall procure that its Representative executes all deeds and documents and does all things) as the Organisers may require to vest the IPR in the Organisers including, without limitation, delivery of the Images or copies of them in any media and should it fail to do so on demand, the Exhibitor irrevocably authorizes any employee of the Organisers to execute the same in its name and on its behalf and at its authority.

The Exhibitor agrees to indemnify and hold harmless the Organisers, on demand, against all claims, liabilities, losses, suits, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of breach of the obligations of the Exhibitor to not record Images, or any infringement of third party IPR by the Exhibitor. It is expressly prohibited for any Representative of the Exhibitor to visit or attempt to visit the exhibition space of any other exhibitor unless invited to do so by the relevant exhibitor. All attendees must wear identification badges issued by the Organisers at all times in the Exhibition Centre. Persons under the age of 18 are not allowed to be both attendants nor may they enter the Exhibition Hall during the Exhibition and the moving in periods. The Exhibitor may not alter or in any way affect the structure or fixtures of the Exhibition Centre. The Exhibitor will pay the costs of making good any damage caused to the Exhibition Centre or fixtures by it and/or its Representatives.

The Organisers reserve the right to refuse admittance to the Exhibitor and/or any of the Exhibitor's Representatives or to require the Exhibitor and/or any such Representative to leave if in their opinion his or her behavior is in breach of these rules and regulations or of any rules and regulations of the Exhibition Centre or local laws and regulations. The opinion of the Organisers is final in this regard.

### 10. OTHER OBLIGATIONS

The Exhibitor agrees to observe and comply with the requirements set out in the Exhibitor's Manual. Each of the Organisers and the Exhibitor undertakes to the other that it shall use all reasonable endeavors to ensure that all information, written or oral or in any other form, of whatever nature received by it relating to the other shall (save to the extent it is in the public domain) be treated as confidential and shall not be used or disclosed to any third party except in connection with the participation in the Exhibition of the Exhibitor under this Contract or as may be required by law, by any competent regulatory authority or by the Exhibition Centre Operator. Notwithstanding the above the Exhibitor agrees that the personal data provided by it in connection with its participation or proposed participation in the Exhibition may be included on the Exhibition database, included in the Exhibitors' Official Directory, used for communications with the Exhibitor or otherwise used by the Organisers and associated companies (or their successors or potential successors in business), whether located in India or otherwise, or passed on to third parties for promotion purposes. Any information for access to or correction of the data can be made to Project Manager of relevant event, at UBM India (Project Office: UBM India Pvt. Ltd, 1604 - 1605, 16th Floor Naran Manzil, 23 Barakhamba Road, Connaught Place, New Delhi 110028, India) or 11 2376 5521 (Fax: 11 2376 5552). A fee may be charged by the Organisers or a relevant associated company for complying with access requests.

### 11. INSURANCE

The Exhibitor agrees to observe and comply with the requirements set out in the Exhibitor's Manual concerning insurance. The Exhibitor must have in existence prior to its seeking access to the Exhibition Centre and at all times during the term of the Exhibition, and for so long as the Exhibitor or any of its Representatives or exhibits is in the Exhibition Centre in connection with the Exhibition, a valid insurance policy satisfactory to the Organisers in respect of its and its Representatives' participation in the Exhibition, its Exhibition Space and its exhibits at the Exhibition Centre covering such risks as such minimum amounts (as are set out in the Exhibitor's Manual). The Exhibitor must have, at all times, valid and adequate insurance cover against theft, fire, public liability, damage to property, personal injury, third party loss, accidents, natural calamities, acts of God and such other risks normally insured against by Exhibitors and/or as the Organisers may require, in connection with, inter alia, the Exhibitor's property and its activities during the Exhibition (including moving and unloading of goods). The Organisers shall be entitled to inspect such insurance policy and receipts for premium at any time. The Exhibitor shall insure and accept the risk of any change to the venue, opening hours, the duration and/or the date or dates of the Exhibition pursuant to clause 4 or any postponement or cancellation of, or other change to, the Exhibition under clause 10.

### 12. POSTPONEMENT AND CANCELLATION

In addition to the Organisers' rights under clause 4, the Organisers may, without reason being necessary and without incurring any liability whatsoever to the Exhibitor other than as provided in clause 12, cancel the Exhibition, or at their election, postpone indefinitely, or otherwise make changes to the Exhibition, in the sole opinion of the Organisers:

- the holding of the Exhibition by the Organisers, the performance of the Organisers' of their obligations or attendance at the Exhibition by exhibitors and/or visitors, is impossible, illegal or substantially or materially interfered with or affected, due to any cause or causes beyond the control of the Organisers including, without limitation, any of the following: act of God, governmental act, war, fire, flood, explosion, civil commotion, armed hostilities, act of terrorism, revolution, blockade, embargo, strike, lock-out, strike, industrial or trade dispute, adverse weather, disease, risk to public health, accident to or breakdown of plant or machinery, shortage of any material, labour, transport, electricity or other supply, regulatory intervention, general advisory or recommendation of any government (including any government agency or department), regulatory authority or international agency, against travel, exhibitions and/or Royal gatherings, or the Exhibition Centre becomes unavailable and/or unfit for occupancy and/or use;
- any other circumstance, occurrence or cause arises that makes it in the opinion of the Organisers impossible, impractical, or undesirable for the Organisers to hold the Exhibition as initially planned.

### 13. TERMINATION

This Contract may be terminated by the Organisers by notice to the Exhibitor upon the occurrence of any of the following events:-

- the Exhibition is cancelled under clause 10;
- the Organisers do not satisfy that proper use is being made of the Exhibition Space during the installation period or at any time during the term of the Exhibition or at any other time when the Exhibitor or any of its Representatives or exhibits is in the Exhibition Centre in connection with the Exhibition;
- payment of Fees is not made by the Exhibitor in accordance with Clause 6;
- the Exhibitor, for any reason, refuses to utilise the Exhibition Space allocated to it;
- the Exhibitor becomes insolvent or, in any jurisdiction, enters into or takes or is subject to any

### 14. GOVERNING LAW AND JURISDICTION

This Contract shall be governed by and construed in all respects in accordance with the laws of India and the Exhibitor submits to the non-exclusive jurisdiction of the Indian courts for all purposes relating to this Contract or the Exhibition.

### 15. SUPPLEMENTAL CLAUSES

Notwithstanding the provisions of clause 3, the Organisers reserve the right to issue supplementary regulations or instructions in addition to those in these Terms and Conditions, the Exhibitor's Manual or the Rules and Regulations to the extent reasonable to ensure smooth management of the Exhibition. Any additional written regulations or instructions shall be deemed to form part of these Terms and Conditions and shall be binding on the Exhibitor, form of winding up, administration, receivership, liquidation, bankruptcy, arrangement with creditors generally or any other insolvency procedure in respect of or of any of its assets, or suffers the enforcement of security or legal process or repossession of any of its assets.

- the Exhibitor is convicted of any criminal offence or otherwise so conducts itself as to bring itself, the Exhibitor or the Organisers into disrepute;
- the Exhibitor is in breach of any provision of this Contract, including without limitation its obligations in clauses 5 and 7 in relation to Infringing Goods, Prohibited Goods and recording of Images, or of the Exhibitor's Manual; or
- the Exhibitor is in breach of any applicable local legislation, rules or regulations. Upon termination of this Contract for whatever reason, any allocation of the Exhibition Space shall automatically be cancelled forthwith. If this Contract is terminated under any of sub clauses 11(2) to 11(8) above the Organisers shall be entitled forthwith to re-license the Exhibition Space, all payments made in respect of the Exhibition Space shall be forfeited and the Organisers shall have the right to claim for the balance of the Fees and for any loss or damage sustained or additional expense incurred by or on behalf of the Organisers as a consequence thereof. Upon termination of this Contract for whatever reason, all of the Exhibitor's property shall be removed by the Exhibitor from the Exhibition Space immediately, failing which such property shall be removed and the Exhibition Space cleared by the Organisers at the Exhibitor's expense. The Organisers reserve the right to exercise a general lien over the Exhibitor's property in the Exhibition Centre in respect of all monies, of whatsoever nature, including in respect of claims for damages, which may at any time be due or payable by the Exhibitor to the Organisers in connection with the Exhibition. Obligations of the Exhibitor which are unperformed at termination of the Contract shall continue to force after termination.

### 16. LIABILITY AND REFUNDS

Participation by the Exhibitor in the Exhibition is solely at the Exhibitor's own risk. The Exhibitor agrees to indemnify and hold the Organisers harmless, on demand, against all claims, liabilities, losses, suits, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of any breach of the Contract or any other liability of the Exhibitor or any other third party, or any damage or loss caused by, the Exhibitor and/or any of its Representatives. All exhibits are brought to, displayed at and removed from the Exhibition Centre at the Exhibitor's own risk and shall be safeguarded by the Exhibitor at all times.

The Organiser shall not be liable for any losses (including consequential losses), damages, demands, claims, charges, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of any breach of the Contract or any other liability of the Exhibitor or any other third party, or any damage or loss caused by, the Exhibitor and/or any of its Representatives. All exhibits are brought to, displayed at and removed from the Exhibition Centre at the Exhibitor's own risk and shall be safeguarded by the Exhibitor at all times.

The Organiser shall not be liable for any losses (including consequential losses), damages, demands, claims, charges, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of any breach of the Contract or any other liability of the Exhibitor or any other third party, or any damage or loss caused by, the Exhibitor and/or any of its Representatives. All exhibits are brought to, displayed at and removed from the Exhibition Centre at the Exhibitor's own risk and shall be safeguarded by the Exhibitor at all times.

The Organiser shall not be liable for any losses (including consequential losses), damages, demands, claims, charges, proceedings, damages, judgments, expenses, costs (including legal fees) and charges of any kind howsoever incurred by or on behalf of or made against the Organisers arising out of any breach of the Contract or any other liability of the Exhibitor or any other third party, or any damage or loss caused by, the Exhibitor and/or any of its Representatives. All exhibits are brought to, displayed at and removed from the Exhibition Centre at the Exhibitor's own risk and shall be safeguarded by the Exhibitor at all times.

- the Contract shall continue to bind the parties;
  - the Exhibitor shall not be entitled to a refund of any payments made in respect of the Exhibition Space, and shall remain liable to pay the balance of the Fees, if any; and
  - the Exhibitor shall have no claim whatsoever for compensation for loss or damage suffered or additional expenses incurred as a result of any postponement, change of venue or other change to (including any alteration in character or reduction in scale of) the Exhibition. In the event that the Organisers cancel or permanently postpone the Exhibition under clause 10:
- the Organisers shall not be liable for any loss or damage suffered or additional expenses incurred as a result of any postponement, change of venue or other change to (including any alteration in character or reduction in scale of) the Exhibition, and an administrative fee to cover all costs reasonably incurred by the Organisers in relation to the Exhibition; and
  - the Exhibitor shall have no claim whatsoever for compensation for loss or damage suffered or additional expenses incurred as a result of any such cancellation of the Exhibition. The Exhibitor acknowledges that, in light of the Fees, the above provisions of this clause are more than is reasonable to protect the Organisers as organisers of the Exhibition. Nothing in this clause shall have the effect of excluding the Organisers' liability for death or personal injury caused by negligence of the Organisers or for fraud.

### 17. COMPLIANCE WITH LEGISLATION

The Exhibitor must comply with all relevant legislation, rules and regulations of the country or territory where the Exhibition is held and shall be solely responsible for observing and complying with the same and for obtaining all consents, approvals, licences, authorities and the like as may be requisite to its participation in the Exhibition.

### 18. GENERAL

The Organisers reserve the right to set off any indebtedness of the Exhibitor to the Organisers against any indebtedness of the Organisers to the Exhibitor in each case on any account whatsoever. No waiver by the Organisers of any of the provisions of these Terms and Conditions, of any of its rights hereunder or the provisions of the Exhibitor's Manual shall have effect unless given in writing and signed by the Organisers or the Director of the Organisers. The Organisers' rights shall not be exhausted or restricted by any concession, indulgence or forbearance extended to the No waiver by or on behalf of the Organisers of any breach or any liability for payment by the Exhibitor shall operate as a waiver of any other or subsequent breach or other liability for payment, respectively. No remedy conferred by any of the provisions of these Terms and Conditions or the Exhibitor's Manual is intended to be exclusive of any other remedy, provided that nothing in this paragraph shall limit or exclude any liability for fraud. Time is of the essence in relation to these Terms and Conditions. The headings in these Terms and Conditions have been inserted for reference only and do not affect their interpretation. Nothing in this Contract shall create a relationship of landlord and tenant as between the Organisers and the Exhibitor or give the Exhibitor any estate or interest in the Exhibition Space other than a non-exclusive licence.

The provisions contained in each clause, paragraph and subparagraph of these Terms and Conditions shall be enforceable independently of each of the others and its validity shall not be affected if any of the others is invalid. If any of those provisions is void or would be void if some part of the provision were deleted, the provision in question shall apply with such modification as may be necessary to make it valid. In the event of any conflict between these Terms and Conditions and the Exhibitor's Manual, these Terms and Conditions shall prevail to the extent of any such inconsistency.

### 19. DISPUTE RESOLUTION

All disputes and differences, which may arise between the Organisers, Exhibitor or any vendor of the Organiser with respect to the performance, interpretation or execution of these rules and regulations, shall be referred to arbitration before three arbitrators in accordance with the provisions of the Arbitration and Conciliation Act, 1996 of India as amended from time to time, wherein one arbitrator is appointed by each party and the third arbitrator is appointed by mutual consent of both arbitrators so appointed. Such arbitration shall be conducted in the English language and the seat of such arbitration proceedings shall be at Mumbai, India. The award of the Arbitrators shall be final and binding on both the parties.

### 20. CANCELLATION

- In heretofore circumstances dictate, whether they are dependent or independent of UBM, UBM has the right to cancel the Exhibition and/or the related Contracts immediately without prior warning. The Monies already paid by the Exhibitor to UBM will be refunded to the Exhibitor, minus a deduction for the costs incurred by UBM, which may not exceed 15% of the agreed Monies. Apart from the aforementioned refund, the Exhibitor is not entitled to claim compensation or damages.
- If the Exhibitor is in breach of the Contract including the General Conditions and the Publicity and Technical Manual, UBM may cancel the Contract immediately without prior warning. In case of such cancellation, the Monies remain payable by the Exhibitor in accordance with the provisions set out in Article 8 (6).
- If the Exhibitor has not taken up the use of the stand space 48 hours before the time that the Exhibition is due to be opened to the public, or if the Exhibitor started prior to this time that it will not be taking up the space allocated to him, the Contract is automatically cancelled and the Exhibitor forfeits all rights to the allocated display space and stand without further notice or proof of default. The Monies remain payable by the Exhibitor in accordance with Article 8 (6) below. The Exhibitor is not entitled to claim compensation or damages.
- The Exhibitor is entitled to cancel the Contract at any time. In case of such cancellation, the Monies are payable by the Exhibitor in accordance with the provisions set out in Article 8 (6) below.
- In case of any cancellation of the Contract, for whatever reason by the Exhibitor or UBM, UBM shall have the absolute discretion (but without prejudice to any other right or remedy available to the organizer) to reallocate or resell the display space and stand allocated to the Exhibitor and to charge the Exhibitor the Monies in accordance with the provisions set out in Article 8 (6).
- Once the Contract has been concluded and the Contract is cancelled up until 150 days prior to the start of the Exhibition, the Exhibitor shall be liable to pay 50% of the Monies. If the Contract is cancelled during the period of 180 and 120 calendar days prior to the start of the Exhibition, 75% of the Monies are payable by the Exhibitor. If the Contract is cancelled within 120 days prior to the start of the Exhibition, the Monies are payable in full by the Exhibitor. UBM is entitled to charge the Exhibitor for any extra costs which UBM may incur by fitting out the stand space which is not being used. In the event the Exhibitor has already paid the Monies to UBM, UBM will refund the Monies to the Exhibitor in accordance with this provision.
- The notice of cancellation must be made in writing and sent by registered letter. The posting date will serve as the reference to calculate the cancellation charges.
- In case of any delay in being cancelling of the booth the Exhibitor shall be liable to pay cancellation charges of 20% of value of cancelled space or as per cancellation policy mentioned in clause 8 sub clause 6 in General Terms & Conditions.

UBM India Pvt Ltd, Sagar Tech Plaza A615-617 6th floor Saki Naka Junction Andheri Kuria Road Andheri East Mumbai 400 072 India T91 (022) 6612 2600 F91 (022) 6612 2626