

# Creating Global Solutions

  
**AusBiotech 2010**  
AUSTRALIA'S BIOTECHNOLOGY CONFERENCE

  
National  
Conference

**19 to 22 October 2010**

Melbourne Convention and Exhibition Centre

[www.ausbiotech2010.com.au](http://www.ausbiotech2010.com.au)

  
Victoria  
AUSTRALIA

  
BioNet™  
Asia Pacific

**AUSBIOTECH 2010 NATIONAL CONFERENCE**  
Melbourne Convention & Exhibition Centre, Australia

**19-22 October 2010**

**EXHIBITOR  
OPPORTUNITIES**

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## Exhibitor Opportunities

We would like to extend to you an exclusive opportunity to have your company involved with the 2010 AusBiotech national conference, the premier biotechnology conference the Australia and Asia-Pacific Region.

The 2010 AusBiotech national conference will be held in Melbourne, Australia on 19 – 22 October 2010. It is proudly hosted by AusBiotech Ltd. This event will bring together representatives and professionals from across the biotechnology industry and the globe to produce a long-remembered event. A comprehensive conference program together with an extensive BioIndustry Exhibition and Business Matching Program creates a world-leading event.

We invite you to read this Exhibitor Opportunities proposal and realise the full potential of conference exhibition to your organisation. Exhibitor packages and commitment levels vary and can be tailored to suit your marketing strategies. Whatever your business, this conference has an exhibitor package that will help meet your brand and networking objectives.

As well as featuring your organisation on the conference website, the conference will provide many long-lasting benefits and opportunities, including: networking and relationship building; promoting your products and services; demonstrating your commitment to the biotechnology industry; increasing brand awareness and develop new markets; and gain exposure to international knowledge and professional development.

We look forward to supporting you and your association with the 2010 AusBiotech national conference.

Sincerely

Dr Anna Lavelle  
Chief Executive Officer  
AusBiotech Ltd

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## Exhibitor Opportunities

### Event Overview

AusBiotech 2010 will build on the national conference's track record as the premier biotechnology conference in Australasia. Each year the event has grown in size and reputation, last year attracting:

- 1423 registered delegates from over 20 countries;
- 1983 conference participants, including satellite events;
- The Business Matching Program saw 3683 requested meetings and 2159 confirmed meetings;
- 717 Presidents, VPs, CEOs, EOs, CFOs, MDs and CSOs;
- Over 422 international delegates, 101 from North America, 141 from Asia and 57 from Europe;
- 186 speakers including 61 international speakers
- BioIndustry Exhibition Hall showcased 169 individual exhibiting companies

### The Host Body – AusBiotech Ltd

AusBiotech 2010 is owned and managed by AusBiotech Ltd, the Australian Biotechnology Organisation. AusBiotech is the national body for the biotechnology and life sciences industry in Australia, and has amongst its members companies and organisations from industry, entrepreneurs, manufacturers, investors, research institutes and governments.

AusBiotech provides a vibrant and energetic framework that brings together all the relevant participants in the Australian biotechnology community.

### Why Exhibit at the 2010 AusBiotech National Conference?

Building on feedback and suggestions made last year, the exhibition has been specially designed to help delegates find you and to increase traffic flows. Exhibiting will increase your exposure to more than 1500 participants throughout the duration of the conference.

We are committed to working with you to ensure you get the best return on your investment. In addition to exhibiting, we have a variety of unique partnership, advertising and promotional opportunities available to you to help you build your presence in the biotechnology industry. Accelerate your business goals by exhibiting at the 2010 AusBiotech national conference.

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## Delegate Profile

More than 1500 participants are expected to attend AusBiotech 2010, which is expected to attract a strong contingent from throughout the Asia-Pacific region, the USA and Europe. The conference will appeal to:

- CEOs, MDs, Executive and Senior Managers of global biotechnology and pharmaceutical companies
- Biotechnologists
- Venture Capitalists
- Researchers
- Entrepreneurs
- Manufacturers
- Media Professionals
- Legal, Financial and other Service Providers
- Patent Attorneys and Licensing Professionals

## AusBiotech 2010 will feature

- Conference – with a program extending over three days featuring plenary and concurrent sessions.
- BioIndustry Exhibition – where participants have the opportunity to promote their businesses, services and products in a professionally presented and marketed exhibition display area. This area is also the venue for all networking functions and event catering, such as morning tea, afternoon tea and lunch daily.
- Business Matching Program – giving delegates the opportunity to update their company profile in the BioPartnering system and request appointments with other delegates/company representatives attending the event in a meeting room atmosphere on a half-hour or hourly basis.
- Satellite Events – where companies will have the opportunity to co-operatively partner with AusBiotech and provide delegates and the industry with one-on-one and specifically focused seminars and workshops.
- Internet Lounge within the BioIndustry Exhibition Hall which is available to all conference delegates and exhibitors.

## Event Information

*Event Dates:* Tuesday 19 to Friday 22 October 2010

*Event Venue:* Melbourne Convention & Exhibition Centre (MCEC)

### Monday 18 October:

Satellite Events; Exhibitor Registration Opens and Exhibitor Bump-In commences.

### Tuesday 19 October:

2010 AusBiotech Life Science Investment Summit; Satellite Events; Delegate Registration Opens and Welcome Reception. Exhibitor Bump-In concludes.

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## Wednesday 20 October:

Conference Program Day One; BioIndustry Exhibition; Business Matching Program and International Reception.

## Thursday 21<sup>st</sup> October:

Conference Program Day Two; BioIndustry Exhibition; Business Matching Program and Conference Dinner.

## Friday 22 October:

Conference Program Day Three; BioIndustry Exhibition; Business Matching Program and Closing Reception

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## EXHIBITOR OPPORTUNITIES AVAILABLE

Single Booth Exhibitor	Starting from \$5,500
Double Booth Exhibitor	Starting from \$11,000
Triple Booth Exhibitor	Starting from \$16,500
Quad Booth Exhibitor	Starting from \$22,000
Six Booth Exhibitor	Starting from \$33,000
Small Business Display	Starting from \$3,300
Pavilion	Price on Application

Please refer to the conference website  
[www.ausbiotech2010.com.au](http://www.ausbiotech2010.com.au) for further details  
on purchasing Conference Dinner Tickets,  
Additional Exhibitor Passes, Exhibitor Pass  
Upgrades and general Conference  
Registrations.

### Disclaimer:

Previous Exhibitors from the 2009 AusBiotech national conference will be given first option to take up an exhibition package for 2010 until Friday 9 April 2010.

All packages are quoted in Australian Dollars (AUD) and inclusive of 10% GST.

To qualify for the Corporate Member Rate, organisations must be current financial Corporate Members of AusBiotech Ltd at the time of booking and during the time of the event.

## EXHIBITOR OPPORTUNITIES

Description	Cost	Benefits
<p>Single Exhibitor Booth</p>	<p>AusBiotech Corporate Member Rate \$5,500 Non-Member Rate \$6,930</p>	<ul style="list-style-type: none"> <li>• <b>Syma Display Booth Package</b> <ul style="list-style-type: none"> <li>◇ Size – 3 x 3 metres.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Fascia matt anodised aluminium frame 38cm high with corflute or similar infill.</li> <li>◇ Signage – computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (max 26 characters).</li> <li>◇ Lighting – two 150-watt spotlights per booth mounted on light track inside fascia.</li> <li>◇ Power – one 240 volts / 1000 watt / 4amp general purpose outlet per booth.</li> </ul> </li>   <li>• <b>Other package benefits:</b> <ul style="list-style-type: none"> <li>◇ Two (2) full conference registrations. Includes entrance to all sessions, the Welcome, International and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ One (1) Exhibitor Pass.</li> <li>◇ Listed as an Exhibitor on the AusBiotech national conference website with link to company website.</li> <li>◇ 25-word company profile featured in the conference Delegate Handbook.</li> <li>◇ Mentioned as an Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>
<p>Double Exhibitor Booth</p>	<p>AusBiotech Corporate Member Rate \$11,000 Non-Member Rate \$13,860</p>	<ul style="list-style-type: none"> <li>• <b>Syma Display Booth Package</b> <ul style="list-style-type: none"> <li>◇ Size – 6 x 3 metres.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Fascia matt anodised aluminium frame 38cm high with corflute or similar infill.</li> <li>◇ Signage – computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (max 26 characters).</li> <li>◇ Lighting – two 150-watt spotlights per booth mounted on light track inside fascia.</li> <li>◇ Power – one 240 volts / 1000 watt / 4amp general purpose outlet per booth.</li> </ul> </li>   <li>• <b>Other package benefits:</b> <ul style="list-style-type: none"> <li>◇ Four (4) full conference registrations. Includes entrance to all sessions, the Welcome, International and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ Two (2) Exhibitor Passes.</li> <li>◇ Listed as an Exhibitor on the AusBiotech National Conference website with link to company website.</li> <li>◇ 50-word company profile featured in the conference Delegate Handbook.</li> <li>◇ Mentioned as an Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>

## EXHIBITOR OPPORTUNITIES

Description	Cost	Benefits
Triple Exhibitor Booth	AusBiotech Corporate Member Rate \$16,500 Non-Member Rate \$20,790	<ul style="list-style-type: none"> <li>• Syma Display Booth Package                             <ul style="list-style-type: none"> <li>◇ Size – 9 x 3 metres.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Fascia matt anodised aluminium frame 38cm high with corflute or similar infill.</li> <li>◇ Signage – computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (max 26 characters).</li> <li>◇ Lighting – two 150-watt spotlights per booth mounted on light track inside fascia.</li> <li>◇ Power – one 240 volts / 1000 watt / 4amp general purpose outlet per booth.</li> </ul> </li>   <li>• Other package benefits:                             <ul style="list-style-type: none"> <li>◇ Six (6) full conference registrations. Includes entrance to all sessions, the Welcome, International and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ Three (3) Exhibitor Passes.</li> <li>◇ Listed as an Exhibitor on the AusBiotech National Conference website with link to company website.</li> <li>◇ 75-word company profile featured in the conference Delegate Handbook.</li> <li>◇ Mentioned as an Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>
Quad Exhibitor Booth	AusBiotech Corporate Member Rate \$22,000 Non-Member Rate \$27,720	<ul style="list-style-type: none"> <li>• Syma Display Booth Package                             <ul style="list-style-type: none"> <li>◇ Size – 6 x 6 metres.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Fascia matt anodised aluminium frame 38cm high with corflute or similar infill.</li> <li>◇ Signage – computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (max. 26 characters).</li> <li>◇ Lighting – two 150-watt spotlights per booth mounted on light track inside fascia.</li> <li>◇ Power – one 240 volts / 1000 watt / 4amp general purpose outlet per booth.</li> </ul> </li>   <li>• Other package benefits:                             <ul style="list-style-type: none"> <li>◇ Eight (8) full conference registrations. Includes entrance to all sessions, the Welcome, International and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ Four (4) Exhibitor Passes.</li> <li>◇ Listed as an Exhibitor on the AusBiotech National Conference website with link to company website.</li> <li>◇ 100-word company profile featured in the conference Delegate Handbook.</li> <li>◇ Mentioned as an Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>

## EXHIBITOR OPPORTUNITIES

Description	Cost	Benefits
Six Exhibitor Booth	AusBiotech Corporate Member Rate \$33,000 Non-Member Rate \$41,580	<ul style="list-style-type: none"> <li>• <b>Syma Display Booth Package</b> <ul style="list-style-type: none"> <li>◇ Size – 9 x 6 metres.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Fascia matt anodised aluminium frame 38cm high with corflute or similar infill.</li> <li>◇ Signage – computer cut vinyl lettering on primary colour infill per aisle frontage with booth number (max 26 characters).</li> <li>◇ Lighting – two 150-watt spotlights per booth mounted on light track inside fascia.</li> <li>◇ Power – one 240 volts / 1000 watt / 4amp general purpose outlet per booth.</li> </ul> </li> <li>• <b>Other package benefits:</b> <ul style="list-style-type: none"> <li>◇ Twelve (12) full conference registrations. Includes entrance to all sessions, the Welcome, International and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ Six (6) Exhibitor Passes.</li> <li>◇ Listed as an Exhibitor on the AusBiotech National Conference website with link to company website.</li> <li>◇ 150-word company profile featured in the conference Delegate Handbook.</li> <li>◇ Mentioned as an Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>
Small Business Display (Subject to Availability)	\$3,300	<ul style="list-style-type: none"> <li>• <b>Small Business Display</b> <ul style="list-style-type: none"> <li>◇ Only available to AusBiotech Members</li> <li>◇ Only available to AusBiotech member companies with 1 – 5 employees.</li> </ul> </li> <li>• <b>Syma Display Booth Package</b> <ul style="list-style-type: none"> <li>◇ Size – 2m Wide x 1.5m Deep.</li> <li>◇ Walls 2.5m high matt anodised aluminium frame with white laminated infills.</li> <li>◇ Furniture – one (1) white computer display module and one (1) white stool.</li> <li>◇ Signage – two (2) vertical mounted fascia signs per booth (max 18 characters).</li> <li>◇ Lighting – 2 x 150-watt spotlights mounted on arm to back wall.</li> <li>◇ Power – 1 x 4amp/240v single general use power point.</li> </ul> </li> <li>• <b>Other package benefits:</b> <ul style="list-style-type: none"> <li>◇ One (1) full conference registration. Includes entrance to all sessions, the Welcome, international and Conference Closing Receptions, daily conference working buffet luncheons, morning and afternoon teas in the BioIndustry Exhibition Hall.</li> <li>◇ Listed as a Small Business Display Exhibitor on the AusBiotech National Conference website with link to company website.</li> <li>◇ 25-word company profile in the conference Delegate Handbook.</li> <li>◇ Mentioned as a Small Business Display Exhibitor in the conference edition of the <i>Australasian Biotechnology</i> journal, leading up to the conference.</li> </ul> </li> </ul>

## EXHIBITOR OPPORTUNITIES

Description	Cost	Benefits
Pavilions	Price on Application	<ul style="list-style-type: none"> <li>• <b>Pavilions</b> <ul style="list-style-type: none"> <li>◇ Pavilions are available. Prices on application.</li> <li>◇ Please contact Nicole Greenwell, Exhibition Manager +61 3 9828 1450 or email: <a href="mailto:ngreenwell@ausbiotech.org">ngreenwell@ausbiotech.org</a></li> </ul> </li> </ul>
Private Company Presentation Room	Price on Application	<ul style="list-style-type: none"> <li>• <b>Private Company Presentation Room</b> <ul style="list-style-type: none"> <li>◇ Take the opportunity to present and speak with targeted audiences within a private conference area located within the Business Matching Program sector of the BiIndustry Exhibition Hall.</li> <li>◇ Can be used as a Press Conference Room, Private Meeting Room, Seminar/Workshop Room etc.</li> <li>◇ Meeting Room size to be announced.</li> </ul> </li> </ul> <p><u>Can include some of the following (a specialised package will be tailored to meet your specific needs):</u></p> <ul style="list-style-type: none"> <li>◇ Audio Visual Equipment</li> <li>◇ Standard Meeting Room Signage</li> <li>◇ Catering</li> <li>◇ Room furniture and set-up</li> </ul> <p><i>The above items can be organised on your behalf by the AusBiotech Event Organisers. Quotations for any requirements shall be made available on application.</i></p>

AusBiotech National Conference – “Creating Global Solutions”  
19-22 October 2010 – Melbourne Convention & Exhibition Centre, Australia

Exhibitor Application

Tax Invoice

ABN 87 006 509 726

Expressed interest in participating as an Exhibitor can only be confirmed on receipt of the first payment. Allocations will be made strictly in order of receipt of application and initial deposit. Once an Exhibitor Package has been confirmed for your organisation, we shall forward the final payment invoice. All space is tentatively held until final payment has been received and processed.

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

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

Suburb: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_ Country: \_\_\_\_\_

Contact Name: \_\_\_\_\_

(Prof/Dr/Mr/Ms/Mrs/Miss)

Position: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Mobile: \_\_\_\_\_

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

Exhibition Package

I/We would like to take up the following Exhibition package:

Single Booth:	AusBiotech Corporate Rate \$ 5,500	<input type="checkbox"/>	Non-Member Rate \$ 6,930	<input type="checkbox"/>
Double Booth:	AusBiotech Corporate Rate \$11,000	<input type="checkbox"/>	Non-Member Rate \$13,860	<input type="checkbox"/>
Triple Booth:	AusBiotech Corporate Rate \$16,500	<input type="checkbox"/>	Non-Member Rate \$20,790	<input type="checkbox"/>
Quad Booth:	AusBiotech Corporate Rate \$22,000	<input type="checkbox"/>	Non-Member Rate \$27,720	<input type="checkbox"/>
Six Booth:	AusBiotech Corporate Rate \$33,000	<input type="checkbox"/>	Non-Member Rate \$41,580	<input type="checkbox"/>
Small Business Display:	AusBiotech Corporate Rate \$ 3,300	<input type="checkbox"/>	Non-Member Rate N/A (Only Available to Members )	
Pavilion:	POA	<input type="checkbox"/>	Please contact the AusBiotech Exhibition Manager	

Exhibition Booth Position Preferences

Please identify the Booth Locations that you prefer in order from 1 – 3. AusBiotech cannot guarantee booth position until your application has been processed and payment received. Booth Locations will be identified strictly on a first-come-first-served basis.

Preference 1: \_\_\_\_\_ Preference 2: \_\_\_\_\_ Preference 3: \_\_\_\_\_

I/we understand that the Exhibition Packages will be subject to the 2010 AusBiotech national conference Program Committee approval and that decision is final. Packages can only be confirmed on receipt of 50% deposit.

I/we agree to the Exhibitor Terms & Conditions as outlined within this document.

Signed: \_\_\_\_\_ Position: \_\_\_\_\_ Date: \_\_\_\_\_

(For and on behalf of the Company listed above)

Cancellation Policy

Please refer to the Exhibitor Terms & Conditions as outlined within this document.

Method of Payment

- Cheque – made payable to AusBiotech Limited
- EFT – Please attach a copy of the bank receipt or advise of the date the DD was processed: \_\_\_\_\_  
National Bank (NAB), Richmond – BSB 083 347 Account 535 111 778
- Please charge my credit card for the amount of: \$ \_\_\_\_\_  
 MasterCard  Visa  AMEX (please note a surcharge fee of 3% will apply to all credit card transactions)
- Card Number: \_\_\_\_\_ Expiry: \_\_\_\_\_
- AMEX ID: \_\_\_\_\_ Name (as it appears on card): \_\_\_\_\_
- Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Payment and Deadlines

1<sup>st</sup> Payment Deadline: 50% deposit with Exhibitor Application Form Balance Deadline: 30 June 2010.

Applications received after 30 June 2010 need to be submitted with the 100% full payment

And forward to: Att: Nicole Greenwell – Exhibition Manager, AusBiotech Limited

Address: Level 1, 322 Glenferrie Rd, Malvern, Victoria, 3144, Australia Fax: +61 3 9824 5188 Email: [ngreenwell@ausbiotech.org](mailto:ngreenwell@ausbiotech.org)

## EXHIBITOR TERMS & CONDITIONS

### 2010 AUSBIOTECH NATIONAL CONFERENCE

Exhibitor Rules and Regulations *(As of March 2010 – Subject to Change)*

#### Conditions and Rules

It is understood that the following conditions and rules are agreed to as part of the contract between the AusBiotech Limited, hereinafter referred to as The Event Organiser, and those who purchase exhibit space ("Exhibitor") in AusBiotech 2010 ("Conference/Exhibition"). The "Event Venue", Melbourne Convention and Exhibition Centre, shall be referred to as MCEC. The Event Organiser has the authority to interpret and enforce these rules. All matters not covered by these rules are subject to the discretion of The Event Organiser. All decisions so made shall be as binding on all parties as the original rules. The exhibiting firm or its designated representative is responsible for familiarising itself with all rules and regulations. The exhibiting firm or its representative who fails to observe these conditions or the terms of the contract may be excluded from the Conference /Exhibition without refund.

#### General Terms and Conditions

AusBiotech Limited reserves the right to take the following actions at any time prior to or during the Conference/Exhibition and at its sole discretion: (1) terminate this agreement or decline to provide space to an Exhibitor for any reason, including but not limited to Exhibitor conduct, or Exhibitor use, promotion and/or distribution of material(s) and/or content, that is objectionable to AusBiotech or is not consistent with AusBiotech's bylaws, rules and regulations, or mission; (2) prohibit any exhibit, or part thereof, that violates this Agreement or is, in any other way, not suitable for, or not in keeping with the character and spirit of, the Conference/Exhibition; (3) close any exhibit that is determined by The Event Organiser to be too loud or disruptive and/or to disturb other exhibits because of, among other things, material, content or method of operation; and/or (4) refuse to permit an Exhibitor who violates this Agreement to participate in one or more future AusBiotech Conferences and/or Exhibitions.

#### Exhibit Space Contract

Exhibit Space Contracts received after 26 February 2010 will be handled on a first-come, first-served, space-available basis. This Application and Contract for exhibit space at the AusBiotech 2010 National Conference and Exhibition (AusBiotech Limited) and your company (Exhibitor), will become effective upon written acceptance by AusBiotech Limited. It includes the terms on all pages of this document.

AusBiotech reserves the right to at any time prior to or during the Conference & Exhibition and at its sole discretion decline to provide space to an Exhibitor whose exhibition material(s) and/or content are objectionable to AusBiotech and/or are not consistent with AusBiotech's by-laws, rules and regulations. A deposit of 50% of the estimated cost of the requested exhibit space must accompany this contract and the remaining balance is due by 30 June 2010.

#### Payment Terms

50% deposit of total Exhibitor Package cost due when submitting the "Exhibitor Application". 50% final outstanding amount due by 30 June 2010. Should there be any additional charges made against the Exhibitor's account during event time, then an invoice shall be created and forwarded to the Exhibitor as soon as possible and payment will be due within 7 days on invoice. All monies are payable in Australian dollars. Cheques should be made payable to AusBiotech Limited. The Australian Goods and Services Tax (GST) at 10% are applicable to all goods and services offered by the conference and all prices in this document are inclusive of GST. GST is calculated at the date of publication of this document. AusBiotech Limited reserves the right to vary the quoted prices in accordance with any movements in the legislated rate of the GST. All monies due and payable must be received (and cheques cleared) by AusBiotech Limited prior to the event. No company will be listed as an Exhibitor in any conference material until full payment and a signed agreement has been received by AusBiotech Limited.

#### Fees

As outlined within the packages available section of this document.

To qualify for the Corporate Member Rate, organisations must be current financial Corporate Members of AusBiotech Ltd at the time of booking and also financially covered for during the time of the event.

#### Payment Schedule

A 50% non-refundable deposit is due when forwarding application to AusBiotech. Both must be received at the same time, otherwise will be unaccepted. The remaining balance must be paid by 30 June 2010. AusBiotech has the right to reassign and/or sell Exhibitor's exhibit space if payment deadlines are missed without notification to the Exhibitor.

#### Credit Card Payments

Credit cards will be accepted for Exhibition payments (Visa & Mastercard only). A 3% surcharge will be charged to the credit card at the same time as process payments. The 3% charge will appear as a separate charge on your credit card statement.

### **Cancellation Policy**

Cancellations (or reduction in exhibit space occupied) must be received in writing from the primary contact on file. The 50% deposit on an exhibit contract is non-refundable. No refunds will be given for cancelled exhibition space. The Exhibitor will be obligated to pay the total rental cost of the exhibit space as outlined in the Exhibit Space Contract.

### **Occupancy by Exhibitor**

It is further agreed that actual occupancy of the space reserved by the Exhibitor is of the essence. If an Exhibitor with a booth display does not occupy the space by 1500hrs on Tuesday 19 October 2010, AusBiotech may occupy or cause said space to be occupied as it may deem best for the interest of AusBiotech without in any way releasing the Exhibitor from any liability hereunder. Furthermore, if the Exhibitor does not occupy/staff the space, all rights of an AusBiotech Exhibitor will be revoked. All exhibits/displays must remain staffed and fully intact through the exhibit hall hours. Premature dismantling of and/or failure to fully staff said space during the entire show could result in the loss of future exhibit participation.

### **Amendments**

The Event Organiser may amend these rules and regulations at any time, and all amendments so made shall be binding on Exhibitors equally with the original rules and regulations.

### **Disputes**

Any and all disputes with respect to AusBiotech exhibit rules and regulations must be taken up with The Event Organiser. Rules and regulations are subject to interpretation and decision as provided in paragraph one above.

### **Force Majeure**

It is further agreed that in the case that said premises shall be destroyed by fire or the elements, or by any other cause, or in the case of government intervention or regulation, military activity, strikes, or any other circumstances that make it impossible or inadvisable for AusBiotech to hold the Conference/Exhibition or portion thereof at the time and place herein provided, this Agreement shall terminate and the said Exhibitor shall and does hereby waive any claim for property or other damages or compensation except the pro rated return on the amount paid after deduction by The Event Organiser of actual expenses incurred in connection with the Conference/Exhibition, and there shall be no further liability on the part of either party.

### **Liability and Insurance**

The Event Organiser, the MCEC and their officers, directors, agents, employees or representatives (hereafter referred to as the indemnitees) shall not be responsible for any injury, loss or damage that may occur to the Exhibitor, or to the Exhibitor's employees or property, prior, during or subsequent to the period covered by this Agreement. To the extent permitted by law the Exhibitor, on signing this contract, expressly releases the indemnitees from, and agrees to indemnify same against, any and all claims for such loss, damage or injury. The Exhibitor also agrees to indemnify the indemnitees from any and all liability, costs or damages arising out of or relating to acts or omissions of the Exhibitor, its agents or employees including any security personnel hired directly by Exhibitor pursuant to the procedures enumerated below. Exhibitors shall obtain, at their own expense, for the duration of the term of the installation and use of the exhibit premise, Public Liability Insurance in an amount, not less than twenty million dollars (\$20, 000, 000.00), specifically naming AusBiotech, The Event Organiser and the MCEC as co-insureds. Evidence of insurance (Certificate of Currency) shall be made available to AusBiotech and The Event Organiser prior to 1 October 2010. Exhibiting firms are also recommended to obtain insurance policies covering the transporting of their booth materials, equipment, both from their home base to the Exhibition and return. As a courtesy, a Security Guard service will be contracted on a 24-hour a day basis for the duration of the Exhibition. Exhibitors desiring special security precautions should arrange for private guard service, if desired, or should make arrangements to have locked facilities available in their booth for the storage of display materials or products. In no event shall The Event Organiser or any of its officers, directors, agents or employees be liable to Exhibitors for any amount beyond of the booth rental fee actually paid by the Exhibitor to The Event Organiser with respect to which or in connection with which liability is asserted for any indirect, incidental, consequential or other damages (including but not limited to claims for lost profits) arising out of or relating to an Exhibition event, the rental of booth space, the conduct of The Event Organiser, any breach of contract, or any other act, omission or occurrence.

### **Damage of Property**

Exhibitors are liable for any damage caused to Exhibition building, floors, walls, columns standard booth equipment or other Exhibitors' property. Exhibitors may not apply paint, lacquer, adhesive or any other coating to building columns and floors, or to standard booth equipment.

### **Compliance with the Law**

Exhibitors, exhibits, and exhibit materials and displays shall be at all times in compliance with all applicable federal, state and local laws, codes and regulations.

### **Use of AusBiotech Name**

The use or display in any manner or medium of AusBiotech's or the conference name, logo, acronym, marks or copyrighted materials is not permitted, and no reference, implication or use of such AusBiotech name, logo, acronym, marks or copyrighted materials may be made to claim or imply AusBiotech endorsement, affiliation or approval of any product, service or program

without the express, prior written consent of AusBiotech Limited.

### **Official Contractors**

In the best interest of the Exhibitors, The Event Organiser has appointed various official service contractors for such services as material handling, furniture rental, booth equipment and decorations, signs, photographs, drinking water, skilled labour or any other service deemed necessary.

### **Exhibitor Appointed Contractors**

Exhibitors utilising the services of any contractor other than those appointed by The Event Organiser must obtain permission from The Event Organiser. These companies include, but are not limited to, any installation and dismantling company, sound and lighting firms, production or promotion firms, or any person or firm providing direct services to the exhibitors. Permission to use an Exhibitor appointed contractor cannot be given for utilities or material handling services. In addition, Exhibitor Appointed Contractors are required to provide a Certificate of Public Liability Insurance with minimum liability coverage of \$20 million. Notice of intent to use an Exhibitor Appointed Contractor must be submitted to The Event Organiser by way of the Exhibitor Appointed Contractor Form accompanied by the insurance certificate by 1 October 2010. In addition, the contractor must: 1) Submit a list the names of all company representatives working in the exhibit area; 2) Adhere to all Exhibitor move-in and move-out hours and regulations; 3) Check-in at the Exhibitor Appointed Contractor Desk upon arrival each day to redeem the proper credentials to access the Exhibit hall; 4) Abstain from soliciting business from Exhibitors on-site or during the Exhibition including, but not limited to the posting of signs and setting-up service desk. Detailed procedures will be included in the Exhibitor Service Manual; 5) Agree to abide by all of The Event Organiser rules regulations and instructions provided to the Exhibitor and cooperate with the Official Service Contractor and not interfere with the timely construction of the Exhibition. NOTE: Detailed procedures on Exhibitor Appointed Contractor (EAC) registration and on-site check-in procedure will be available in the Exhibitor Manual/Service Kit (to be made available prior to event).

### **Registration and Admission**

Booth displays purchased receive a specific amount of Exhibitor Passes as outlined within the packages stated within this document. Special Exhibitor Codes to be used for online registration will be sent to the Primary Contact once registration has opened. Admission to the Exhibition will be by official badge obtained upon registration, entitling the wearer to attendance in accordance with admission policies. The badge is not transferable. The Event Organiser shall have sole authority over admission policies at all times. After opening day, if for any reason a properly badged Exhibitor or representative desires to enter the exhibit area in advance of the prescribed time, or after closing hours, a request specifying the reason and giving all names of persons who will enter the exhibit area in accordance with such request shall be presented to The Event Organiser for approval. Exhibitors receiving approval will be required to have an official security representative escort the group to the designated booth. All costs associated with admission during non-official hours, including but not limited to security, will be the responsibility of the Exhibitor. The Event Organiser reserves the right to refuse admission or eject from the Exhibition any person whose conduct is deemed by The Event Organiser to be disorderly or unbecoming. The license granted by admission to the Exhibition may be terminated by tendering to the attendee the purchase price of admission to the Exhibition.

### **Production Deadlines**

Acknowledgement in the Conference Delegate Handbook and any other printed marketing material is subject to exhibitor confirmation prior to production deadlines. Exhibitors must also adhere to the official exhibition booth supplier/contractor's production deadlines for signage etc.

### **Age Requirements**

In the interest of safety and injury prevention, no one under 15 years of age (infants included) will be permitted in the exhibit hall during move-in, the duration of the Exhibition, and move-out. The Event Organiser reserves the right to require proof of age prior to admission to the Exhibition.

### **Unoccupied Space**

The Event Organiser reserves the right to rent an exhibit space to any other Exhibitor or use said space for such purposes as it may see fit without any liability on its part should the Exhibitor's space remain unoccupied six (6) hours prior to the official Exhibition opening or should the Exhibitor fail to make payment in full by the specified date in the contract or space rental invoice. This clause shall not be construed as affecting the obligation of the Exhibitor to pay the full amount specified in the space rental invoice.

### **Booth Attendants**

All exhibits must be staffed by at least one attendant during ALL exhibit hours.

### **Early Dismantling**

Dismantling or removing an exhibit or materials before the official closing of the show is prohibited. The Event Organiser and the official event contractor are responsible for maintaining all in—and—out traffic schedules at the exhibit site and handling the move-in and move-out of all Exhibitors' materials and equipment. The Event Organiser and the official show contractor will

also maintain control and have priority at the loading areas at all times. All shipments must be prepaid. Failure to comply will result in the Exhibitor at fault being barred from future AusBiotech Conferences and/or Exhibitions.

#### **Relocation of Exhibits**

The Event Organiser reserves the right to alter locations of exhibits as shown on the official floor plan, if deemed advisable and in the best interests of the Exhibition as determined by The Event Organiser in its sole discretion.

#### **Space Restrictions**

Aisles and other spaces in the MCEC not leased to Exhibitors shall be under the control of The Event Organiser. All displays, interviews, conferences, distribution of literature, cocktail parties, lectures, audience seating/standing and the transactions of business of any nature shall be made WITHIN the space contracted. Temporary booth personnel shall be restricted to the same aforementioned rules as authorised Exhibitor personnel.

#### **Soliciting/Demonstrating**

Exhibits must be confined to the exact space allocated. Circulars, publications, advertising matter and all kinds of promotional giveaways must be distributed only within booth spaces. Nothing can be posted on, tacked, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furniture. Signs, rails, etc. will not be permitted to intrude into or over aisles. Canvassing, exhibiting or distributing advertising matter outside the designated exhibit area is prohibited. Soliciting or demonstrating by an Exhibitor must be confined to the Exhibitor's own booth. Distribution of the Exhibitor's printed advertisements must be done within the Exhibitor's own space. Persons who are not Exhibitors are prohibited from any detailing, exhibiting or soliciting within the MCEC. No exhibits, displays or advertising material of any kind will be allowed in the MCEC rooms or hallways unless pre-approved by The Event Organiser. Failure to comply with this regulation can result in dismissal from the exhibit hall.

#### **Access for Persons with Disabilities**

The Event Organiser works to provide an accessible Exhibition for all attendees with disabilities and believes that persons with disabilities should be given the opportunity to participate and interact to the fullest extent possible. The Event Organiser encourages all Exhibitors to make their booth accessible to people with disabilities.

#### **Noise and Offensive Odours**

Exhibitors will take every reasonable precaution to minimise the noise of operating exhibits. Each exhibit will be operated in a dignified manner so as not to constitute an annoyance to adjoining Exhibitors.

#### **Food and Beverage Samples**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Photography**

Photographing booths is limited to candid shots only of your own booth. Photographing other exhibits and booths is by permission only. Exhibitors and photographers shall not disrupt visitor traffic by clearing booths or aisles for photography during the regular Exhibition hours. The official Photographer contracted by The Event Organiser is able to photograph the entire exhibition hall and all exhibition booths within the exhibition hall throughout the duration of the event (from bump-in to bump-out).

#### **Booth Materials**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Fire, Safety and Health**

The Exhibitor agrees to accept full responsibility for compliance with the MCEC, local and state fire, safety and health ordinances regarding the installation and operation of equipment or otherwise relating to the exhibitor or his/her booth. Furthermore, all exhibit materials and equipment must be located within the booth and protected by safety guards and devices, where necessary, to prevent personal accident or injury to spectators or to other exhibitors. Only fireproof materials will be used in displays, and the necessary fire precautions will be a responsibility of the Exhibitor.

#### **Hazards and Firearms**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Fumes, Gasoline Engines and Displaying Motor Vehicles**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Melbourne Convention & Exhibition Centre Exhibitor Terms & Conditions**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Door/Raffle Prizes**

If money is not exchanged during the event (including admission or registration fees) for attendees to qualify to win door prizes, and those door prizes do not include cash, licensing is not required. No exhibitor is to exchange money with delegates to qualify to win raffle prizes, and all prizes given are not to be cash, otherwise licensing is required.

#### **Facility Protection Guidelines**

Please refer to the MCEC's Exhibitor Services Kit for details.

#### **Exhibitor Storage**

Please refer to the MCEC's Exhibitor Services Kit for details.

For more information regarding Exhibition Opportunities, please contact:

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Exhibition Manager

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