



CMEF Spring 2008

19-22 April
Shenzhen, China

MEDILINK UK PAVILION EXHIBITION BOOKING FORM

With the medical device industry in China estimated at \$9.5 billion and expected to increase by 15% per annum coupled with a relaxing of tariffs and approvals on medical devices in China, can your company afford not to be there at the forefront of British Exports?

In April 2007, Medilink (Yorkshire and Humber) Ltd signed a Memorandum of Understanding (MOU) for cooperation and exchange in trade, technology transfer and R&D, with the Chinese Association of Medical Device Industries (CAMDI), China's largest medical device trade association. This is aimed at enabling our companies to remain competitive globally, through providing the opportunity for them to explore and where appropriate, enter into collaborative partnerships.

The Medilink UK initiative at CMEF 2008 will enable all Medilink UK network companies to benefit from this relationship in the build up to and during the exhibition through matchmaking opportunities and partnering events in collaboration with CAMDI.

WHY EXHIBIT AT CMEF?

The premier medical device exhibition in Asia Pacific

- Attendance from more than 50,000 delegates including decision makers and influencers from civil and military hospitals, distributors and agents, research and development managers, production managers and engineers, and various R&D institutes from all over China.
- Covering 85,000sqm of exhibition space comprising 1925 exhibitors from 77 countries.

THE EXHIBITION PACKAGE

For a service fee of £585 +VAT (Medilink Non-members: £645 +VAT) your company can exhibit as part of the official MEDILINK UK PAVILION and benefit from the following:

- UKTI TAP grants of up to £1800 available to eligible companies will be sought where applicable.
- Full support & advice from Medilink Y&H and UKTI healthcare specialists both at home and overseas.
- Booking of exhibition space & project management of your exhibition stand on the formal Medilink UK Pavilion at the event (Exhibition space including shell scheme = £259 per m2)
- Recommended accommodation arrangements.
- Full 'In market' assistance during the event from Medilink Y&H, CAMDI and UKT&I
- Company support facility on the pavilion.

How to Register:

If you wish to exhibit as part of the Medilink UK Pavilion at CMEF 2008 please complete the attached registration form and send it with the relevant deposit as detailed on the registration form to Charlotte Bowden, Medilink Y&H International Trade Manager, 301 Glossop Road, Sheffield, S10 2HL. It is strongly recommended that you book early to avoid disappointment as there are only limited places available to take part in this opportunity.



**COMPLETED REGISTRATION FORMS, WITH A DEPOSIT, WILL BE ACCEPTED IN STRICT ORDER
OF RECEIPT - DEADLINE FRIDAY 15 FEBRUARY 2008.**





CMEF 2008 – EXHIBITOR APPLICATION FORM

19-22 April
Shenzhen, China

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|---|----------------------------------|-----------------------------------|-------------------------------------|------------------------------------|--------------------------------|
| Company Name: | | | | | |
| Business Address: | | | | Post Code: | |
| Contact Person: | | | Position: | | |
| Phone: | | Fax: | | E-mail: | |
| Web Address: | | Year Established: | | Turnover: | |
| Number of employees: (Please tick as appropriate) | | | | | |
| 0 – 10 <input type="checkbox"/> | 10 – 50 <input type="checkbox"/> | 50 – 100 <input type="checkbox"/> | 100 – 250 <input type="checkbox"/> | 250 – 500 <input type="checkbox"/> | > 500 <input type="checkbox"/> |
| PAYMENT: | | | | | |
| I would like to exhibit on the Medilink UK Pavilion at CMEF 2008 and will require exhibition space at £259 per m ² as indicated: | | | _____ m ² | = Total Stand Space Cost of | £ _____ |
| Management Fee (Medilink Members - £595, Medilink Non-members - £655): <i>Please tick as appropriate.</i> | | | Member <input type="checkbox"/> | = Management Fee of | £ _____ |
| | | | Non-Member <input type="checkbox"/> | | |
| VAT @ 17.5% (payable on both stand space & Management Fee) | | | | = Total VAT | £ _____ |
| Total Exhibiting Costs (Stand space + Management Fee + VAT) | | | | = TOTAL EXHIBITING COST | £ _____ |
| DEPOSIT – 50% of Total exhibiting Cost | | | | = Deposit | £ _____ |
| I would like to apply for a UK Trade & Investment grant through the Tradeshow Access Programme: <i>Please tick</i> | | | | | <input type="checkbox"/> |
| Special Requests / Comments: | | | | | |

I wish to exhibit on the Medilink UK Pavilion at CMEF 2008 and have read the conditions for participation in this event as set out in detail on page 3. A signed application form will be taken as acceptance of these conditions and I enclose a cheque (payable to "Medilink (Yorkshire and Humber) Ltd ") as payment for the 50% deposit for my company stand as outlined above.

Please complete this form and return to:

Charlotte Bowden, Medilink Yorkshire and Humber – 301 Glossop Road, Sheffield, S10 2HL. Tel: 0114 222 7453, Fax: 0114 273 0058, E-mail: c.bowden@medilink.co.uk

Signature: _____

Date: _____



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APPLICATIONS ARE ONLY VALID IF DEPOSITS ARE PAID WITH A COMPLETED APPLICATION FORM BY FIRDAY 15 FEBRUARY 2008.

Conditions for exhibiting on the Medilink UK Pavilion at CMEF 2008:

1 STAND COSTS - The cost of the space and construction package is set out in the Application Form on page 1 with no maximum limit on space, provided that space is available.

2 MANAGEMENT FEE - The management fee covers the organisation of the group including recruitment; booking space; appointment of a contractor to design and build the stands; the appointment of a travel agent; liaising with the British Embassy, arranging meetings for exhibitor's with any visiting delegations; processing the grant application form; as well as the completion of any necessary documentation.

3 PAYMENT - Management fees must be paid by cheque made payable to "Medilink (Yorkshire and Humber) Ltd" and sent to Charlotte Bowden, Medilink Yorkshire & Humber, 301 Glossop Road, Sheffield, S10 2HL.

4. STAND STAFFING AND DISPLAYS – **a)** The stand must be in the name of a UK registered company, **b)** Exhibitors should arrive at least 24 hours before the opening of the event to set up the display, **c)** Stands must be staffed at all times by personnel conversant with the company's products, **d)** Goods or services of UK origin should only be displayed.

5 ALLOCATION AND ADJUSTMENTS TO STAND SPACE REQUIREMENTS - Medilink Y&H will endeavor to meet special stand requirements, but no position or facility can be guaranteed until the group pavilion floor plan is finalised.

6 LOCAL REQUIREMENTS - Exhibitors must acquaint themselves with the technical guidelines, requirements and other regulations for the show. Medilink Y&H will not be held responsible for any claim arising out of a failure to comply with these requirements or regulations.

7 LIABILITIES AND INSURANCE - No liability shall be attached to Medilink Y&H or any member of their staff for expenditure incurred in connection with the event (other than the booking and of space and stand construction) or in respect of any accident, injury, loss or damage of any nature whatsoever arising out of or in any way connected with any display of goods at this event. No insurance of any kind is affected by Medilink Y&H.

8 On signing the application form, the exhibitor agrees to indemnify and keep indemnified Medilink Y&H against all costs, charges and expenses claims and losses of whatsoever nature suffered by Medilink Y&H and arising directly from, or attributable to, any act or omission of the company, its employees or agents including any claim in respect of any accident, injury, loss or damage arising out of, or in any way connected with, any display of goods at the event.

9 WITHDRAWAL -

- Before the Medilink Y&H's expenditure is incurred: Any fees paid to Medilink Y&H will be refunded to the company concerned, less a charge to cover administration which will be at the discretion of Medilink Y&H.
- After Medilink Y&H's expenditure is incurred: If unable to resell the space, flights or accommodation Medilink Y&H reserves the right to recover the full costs their discretion.

10 CANCELLATION OF THE EVENT - Medilink Y&H will bear no liability for loss or damage sustained as a result of circumstances beyond Medilink's control, including, but not limited to, unusual weather conditions, war, hostilities, national emergency, riot, revolution, rebellion, labour disputes or strikes. If, due to such an event, cancellation or postponement of the exhibition is considered necessary by the organisers, Medilink Yorkshire & Humber will be entitled to retain such proportion of sums paid by exhibitors as may be necessary to cover unavoidable losses and expenses.

Medilink Yorkshire & Humber reserves its right to cancel its participation at this event should an insufficient number of companies sign up to exhibit, prior to the stated deadline.



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