



Australian  
Technology Park  
Sydney



www.sydneybuildexpo.com

Innovation | Sustainability | Community

# SYDNEY BUILD 2016 EXPO

MARCH 10th-11th, 2016

THE CONSTRUCTION EXPO FOR SYDNEY-  
THE BUILDING CAPITAL OF AUSTRALIA

Featuring:

**150+**  
Exhibitors

**THOUSANDS**  
of Quality Attendees

**FREE**  
Conference & Workshops

THE ONLY CONSTRUCTION EVENT TO FOCUS  
EXCLUSIVELY ON SYDNEY AND NEW SOUTH WALES



Residential Construction



Light Commercial Construction



Retail Construction



Healthcare Construction



Industrial Construction



Commercial Construction



Institutional Construction



Heavy Civil Construction



Environmental Construction

SECTORS COVERED

oliver kinross



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UK: +44 (0) 207 127 4501

SYDNEYBUILD@OLIVERKINROSS.COM



March 10th - 11th, 2016  
Australian Technology Park



# SYDNEY BUILD 2016

**Whilst growth rates in the construction industry across most of Australia have tapered-off recently, Sydney's construction sector continues to boom. Sydney's economy is arguably the strongest in Australia as the city continues to develop itself into a global metropolis and financial hub.**

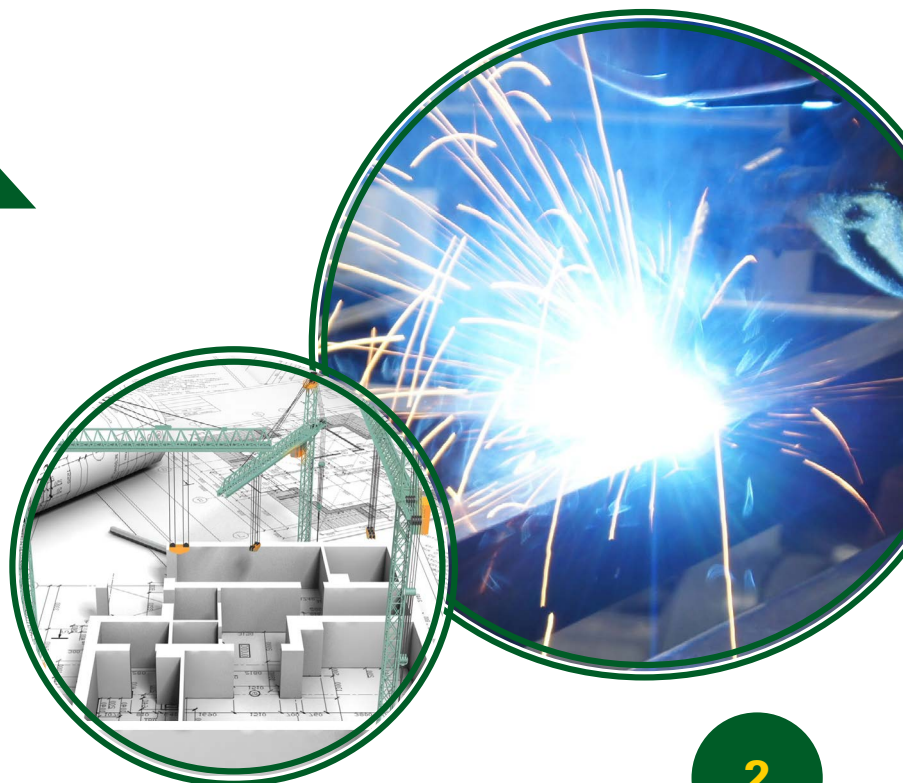
Phenomenal growth rates in the property market driven by a chronic undersupply of dwellings, has led to a record number of unit approvals in recent times. Meanwhile high numbers of infrastructure projects are ensuring the construction sector in Sydney continues to outpace the rest of Australia. From transport investment to residential construction; from university refurbishment to the Barangaroo Project – the number of infrastructure & construction projects in Sydney is vast and wide ranging.

Sydney Build is the leading new Construction Expo for Sydney. Taking place at the Australian Technology Park, one of the leading and most prestigious events venues in all of Australia. Sydney Build is the ideal opportunity for your organisation to get involved in Sydney's booming construction industry; and to access major contractors, developers and suppliers from Sydney and across Australia.

The Barangaroo project will see

**\$6 billion**

invested in redefining the Western edge of Sydney Harbour – discover the opportunities in Barangaroo and other urban renewal projects across Sydney and New South Wales







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## EVENT PARTNERS INCLUDE:



## MEDIA PARTNERS INCLUDE:



## TOP LEVEL SPEAKERS:



Join the Conversation

@Sydneybuild  
#sydneybuild

LinkedIn  
Sydney Build



# SPEAKERS

During the course of the event Sydney Build will feature free Conference sessions and Workshops. Attended by over **40 expert speakers from government and the construction industry**, the conference sessions and workshops will cover **developments, opportunities** and the **latest strategies** in the New South Wales construction industry.



**Jamie Briggs**, *Assistant Minister for Infrastructure and Regional Development*



**Angela Vithoulkas**, *Councillor, City of Sydney*



**Sharon Davies**, *Manager Urban Growth, Sydney Water*  
*5 Year Plan for Investment and Growth in Sydney and the Illawarra*



**Andrew Stewart**, *NSW Board Member, prefabAUS*  
*Process of Building, Modular and Hybrid Modular Construction*



**Ninotschka Titchkosky**, *Principal, BVN*



**Andrew Stewart**, *NSW Board Member, prefabAUS*  
*Process of Building, Modular and Hybrid Modular Construction*



**Terry Bailey**, *CEO, Office of Environment & Heritage*  
*Keynote: Sustainable Sydney*



**Mark Abrahams**, *National BIM Manager, dwp suters*  
*BIM Open Discussion*



**Ned Mannoun**, *Mayor, Liverpool City Council*  
*Carnes Hill Recreation Precinct*



**Tony Been**, *Industry Marketing Manager, houzz*  
*Marketing in the 21st Century*



**Gareth Collins**, *Principal Manager Centre for Urban Design, Roads and Maritime Services & NSW President, Australian Institute of Landscape Architects*  
*Landscape Architecture and its contribution in Sydney's construction boom*



**Kate Harris**, *CEO, Good Environment Choice Australia (GECA) & Non-Executive Director, CSL*  
*Alternative Futures for Design*



**Shaun Carter**, *NSW Chapter President, Australian Institute of Architects*  
*Benefits of Using an Architect*



**Will Joske**, *BIM Development Manager, BIM Academy*  
*The Future Model for Building Design*



**Damien Hertslet**, *Executive Director of Construction, Lendlease Barangaroo - Project Innovation*



**David Roberts**, *Principal, David Roberts Graphics*  
*Towards a paperless workflow*



**Laura Durkan**, *Head of Human Resources at Richard Crookes Constructions*  
*Recruitment Trends in Construction*



**Warwick Johnson**, *Director NSW/QLD, Brookfield Multiplex Australasia*  
*Future Proofing Your Property Assets*



**Corine Mulet**, *Senior Project Officer, NABERS NSW Office of Environment and Heritage*





**David Solomon,**  
*Executive Safety Officer, Master Builders Association NSW  
Health, Safety and Environment in Construction*



**Robert Drummond,** *Assistant Commissioner - Operations, Australian Business Register  
The Australian Business Register – Helping You Transform The Way You Do Business*



**Joe Santangelo,** *Senior Project Manager - Major Projects, Planning and Development, Facilities Management, University of New South Wales*



**Rich Latimer,** *Professional Trainer, Rich Training  
Facebook Marketing for the Construction Industry*



**Tony Owen,** *Principle, Tony Owen Partners  
Micro Design- the use of digital software in the design and construction of progressive*



**Matt Asherman,** *Events Manager, Viewpoint  
BIM Open Discussion*



**Jim French,** *Australasian Solutions Specialist - CE, Navman Wireless*



**Steve Appleby,** *BIM Practice Lead - Australia & New Zealand, AECOM  
BIM Open Discussion*



**Anthony Butler,** *BIM Lead, Leighton Contractors  
BIM Open Discussion*



**Daniel Alessi,** *NSW Chapter President, Australian Institute of Buildings*



**Donald Cameron,** *Manager IPD & BIM System, John Holland  
BIM Open Discussion*



**Waco Tao,** *CEO, PowerHouse Homes Pty Ltd*



**Lauren Karan,** *National Senior Talent Acquisitions Specialist, Fulton Hogan*



**Brian Seidler,** *Executive Director, Master Builders Association*



**Robert Collings,** *Head Lawyer, Master Builders Association*



**Kathryn Heiler,** *Director Metro and Operations and Construction, SafeWork NSW*



**Senior Representative,** *BuildingPoint*










March 10th - 11th, 2016  
Australian Technology Park



# DAY ONE 10TH MARCH

## 20 FREE TRAINING WORKSHOPS (CPD ACCREDITED)

	WORKSHOP 1 BUSINESS SKILLS & INNOVATION	WORKSHOP 2 ARCHITECTURE DESIGN & MARKETING TOOLS
<b>10AM</b>	Workforce Planning in Construction	Marketing in the 21st Century 
<b>11AM</b>	Home Building Act 	Towards a Paperless Work flow 
<b>12PM</b>	LUNCH BREAK	
<b>1PM</b>	Apprenticeship Schemes for Sydney 	Maximise Business Exposure & Increase Business Contacts
<b>2PM</b>	Recruitment Trends in Construction 	Facebook & Digital Marketing for the Building Industry 
<b>3PM</b>	Improving Profit, Cash Flow and Work Flow	Micro Design - Use of Digital Software in the Design and Construction of Progressive 

# DAY TWO 11TH MARCH

## 20 FREE TRAINING WORKSHOPS (CPD ACCREDITED)

	WORKSHOP 1 BUILDING SOLUTIONS & SUSTAINABLE BUILDING	WORKSHOP 2 HEALTH, SAFETY & ENVIRONMENT
<b>10AM</b>	Project Data Lifecycle From Programming through Construction 	Health, Safety & Environment - the best models 
<b>11AM</b>	Sustainable Work Practices	Implement Safety in Design in the Workplace
<b>12PM</b>	LUNCH BREAK	
<b>1PM</b>	Collaborative Club Software Solutions for Construction 	Evaluating Safety Culture and Climate: Key Measurement Issues
<b>2PM</b>	Alternative Futures for Design and Infrastructure 	What the new WorkCover legislation requires of Engineers
<b>3PM</b>	Green Building Core Concepts & Strategies for Construction Management	Site WHS Management Plans

REGISTER FOR FREE @ [www.sydneybuildexpo.com](http://www.sydneybuildexpo.com)



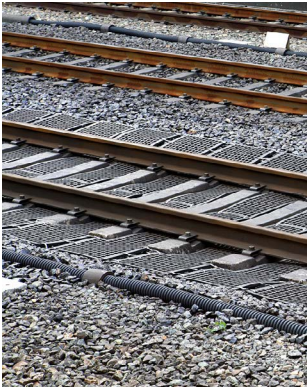


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# WHY SYDNEY?

## Infrastructure



A substantial portion of the State budget has been allocated to infrastructure investment in Sydney. Investment has been allocated to a diverse range of projects, including: the Parramatta Light Railway, the West Connex, the North West Rail Link, the Pacific Highway, a new orbital motorway, road development, and much more! Discover the latest projects and opportunities in infrastructure at Sydney Build.

## Residential Construction



In recent years a chronic shortage of residential property in Sydney (particularly in the inner city) has led to a surge in residential construction and rocketing prices. Sydney Build will examine the latest developments, opportunities and strategies for Sydney's construction sector and provide extensive networking opportunities.

## Education



Numerous education related construction projects are taking place across Sydney. Major developments include the University of Western Sydney's Parramatta Campus which forms part of the \$2 billion Parramatta Square urban renewal project. Likewise, the University of Sydney is set for a \$2 billion refurbishment, creating capacity for 10,000 more students and new accommodation for 4,000. The education sector is set to provide high numbers of opportunities for the construction industry in the coming years.

## Barangaroo and Major Renewal Projects in Sydney



The \$6 billion Barangaroo project is widely seen as one of the most ambitious construction projects in the world. The 22 hectare development will forever transform large parts of the city. The Sydney Build Expo will be examining opportunities and developments in Barangaroo and other urban renewal projects across Sydney and New South Wales.

## Commercial Construction



It isn't just in residential construction and infrastructure that Sydney is seeing investment. Within the commercial construction sector extensive projects and investment is taking place in office, retail and recreational building construction. Sydney Build will bring together all the key market players in Sydney's diverse commercial construction sector to engage, network and do business.



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# WHY EXHIBIT?

## ■ Meet the right people

The Sydney Build Expo is the ultimate go-to event for Sydney's growing construction industry. The event will bring together the key players in the market, providing exhibitors valuable opportunities for face-to-face networking with both existing customers and potential new business partners. It is the best way to make sure you are meeting the right people for you!

## ■ Present yourself as a strong and developing company and mark your commitment in becoming a key player in the region

If you are interested in entering the Sydney construction market but lack the contacts and/or the market knowledge then you are in the right place! Increase your brand awareness in by showcasing your company and your products/services at the Sydney Build Expo. It is a great way for new entrants to make valuable connections, get a feeling on the best opportunities in their segment and meet potential customers. The event will help you research the state of the market and the latest activities of your competitors and at the same time it will give you an idea about all the construction requirements and new projects happening in Sydney.

## ■ Cost effective way to generate sales

Exhibitions are one of the most cost effective ways for your company to reach its target audience. It is a great way to build relationships, make sales and gather relevant leads. Not only does the face-to-face interaction factor make leads a lot easier to close but it also means your sales team can achieve in the span of 2 days the equivalent of 2 months worth of work. Lastly, exhibitions are also a good way to stand out from the crowd and especially from your competitors. Increase your brand awareness by showcasing your company and your products/services at the Sydney Build Expo. The event will help you understand the state of the market and the latest activities of your competitors. At the same time it will give you an idea about all the construction requirements and new projects happening in Sydney.

## ■ Showcase your latest products and solutions

Take advantage of the high number of visitors and the various demo programs throughout the event to showcase your latest products and build your brand awareness. Appeal to all visitors looking for solutions for their major construction and infrastructure projects by introducing your latest technologies and services. The Sydney Build Expo is the best event for any new product & technology launches.

# FEATURING



In **2016/17** alone nearly **4500 residential completions** are expected to come onto the market – do business in Sydney's booming residential construction sector at Sydney Build





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# WHO SHOULD EXHIBIT?

## **Air Conditioning**

Adhesives, Water Proofing & Sealants

## **Aggregates Processing**

Architectural & Engineering Consultancy

## **Asphalt Production & Paving**

Bathrooms, Kitchens And Sanitary Ware

## **Bitumen And Asphalt**

Building Materials

## **Business Technology**

Cement & Cement Based Products

## **Cleaning Equipments**

Compressors

## **Concrete Production & Paving**

Construction Chemicals & Repair Material

## **Construction Eng. Projects & Services**

Construction Equipment & Technologies

## **Construction Transport Logistics**

Contracting Services

## **Doors, Windows & Locks**

Drilling Equipment

## **Earthmoving Machinery & Attachments**

Electrical Switch Gear & Equipment

## **Engines & Components**

Epc Projects

## **Equipment Maintenance**

Paints & Wall Finishes

## **Fire Suppression & Protection**

Floor Tiles & Wall Tiles

## **Furniture & Fittings**

Glass & Glazing

## **Heavy Duty Trucks**

Industry Services

## **Insulation And Sealants**

Investors, Project Finance & Finance Houses

## **It Solutions**

Jacuzzi & Bath Tubs

## **Landscaping Equipment**

Lifting (Aerial & Cranes)

## **Lighting & Fitting**

Material Handling Equipment

## **Metal, Steel, Aluminium**

Paint, Coatings & Chemicals

## **Physical Infrastructure Construction**

Pipes & Fittings

## **Plumbing & Water Technology**

Power Generators

## **Property Development**

Public Works

## **Roof & Wall Cladding**

Roofing Systems

## **Safety & Security Systems**

Scaffolding Equipment

## **Shower Cubicles**

Software And It

## **Solar & Thermal Products**

Steel Based Products

## **Telecommunication**

Timber, Plastic And Composite

## **Trenching & Shoring**

Urban Development

## **Utility Equipment**

Ventilation Systems

## **Water Reticulation & Pumps**

To  
receive a  
**FULL COPY**  
of the conference and  
workshops agenda please  
contact:

[iris.lam@oliverkinross.com](mailto:iris.lam@oliverkinross.com)





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# WHY ATTEND?

Visiting the Sydney Build is the best way to keep up to date with the latest developments in Sydney's booming construction sector. Find out about the latest construction projects, plans, products and solutions. Benefit from extensive networking opportunities with industry peers. You will get the chance to approach senior level executives from a large number of local and international companies and ensure you stay at the top of your field.

## Architects

Building Managers

## CAD / 3D Visualiser

Civil Estimators

## Commercial & Home Builders

Construction Managers

## Consultants

Contractors - Building/ Building Services

## Contracts Managers

Designers

## Developers

Engineers

## Facilities Managers

Financiers

## Government Agencies

Maintenance

## Municipalities/Boroughs

Project Managers

## Property Management Firms

QS / Cost consultants

## Real Estate Professionals

Site Managers

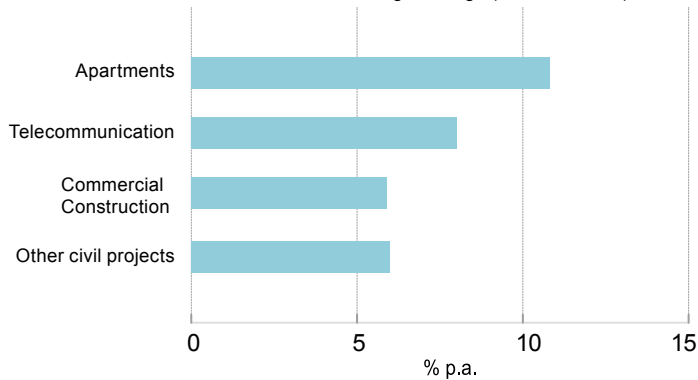
## Spec Writers

State Planners

Surveyors - Building/ **Commercial/ General practice/Management/ Planning & Development/ Quantity/ Residential/ Valuation & Rating**

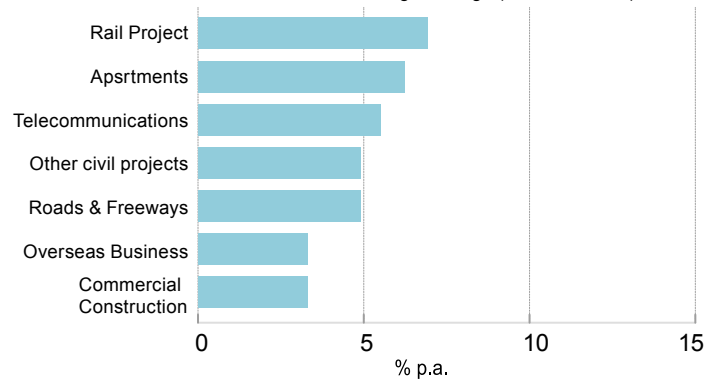
### 2014-15 FORECASTS

Annual Percentage Change (Current dollars)



### 2015-16 FORECASTS

Annual Percentage Change (Current dollars)



**Western Sydney** is expected to be the **main benefactor of infrastructure** investment – discover the opportunities this creates at Sydney Build.





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# VENUE

Australian  
Technology Park  
Sydney  
Innovation | Sustainability | Community



Rebecca Harris | Event Manager | P: +61 2 9209 4430 | [www.atp.com.au](http://www.atp.com.au)  
Australian Technology Park Sydney Limited | Suite 3220, Locomotive Workshop,  
2 Locomotive Street, Eveleigh NSW 2015



# TRAVEL



**The Australian Technology Park is located approximately 5km from Sydney's central business district, 8km from Sydney Airport and within 200m of Sydney's rail network. Whether you're traveling by car, rail or bus, the simple directions below will assist.**



## Arriving by Car

The entrance to the Australian Technology Park car park is from Henderson Road, \ Eveleigh. A Pay and Walk ticketing system has been installed for your convenience. Collect a ticket from the boom gate and drive through to the car park located on ground floor of 8 Central Avenue (Media City Building). Event/ Visitor car parking is available at 8 Central Ave (Media City Building). Collect a ticket from the boom gate and drive through to the Car Park, located at Ground Floor, 8 Central Ave.



## Arriving by Redfern Station

Exit via Platform 10 at Redfern Station. Walk past the WaterTower apartment block and follow the walkway through to the Australian Technology Park. Pedestrian access to the Locomotive Workshops are through Bays 1, 4 and 8. For information relating to specific building and tenant location, enter through the side door of Bay 1 and proceed to ATP Sydney Limited Management offices, located on Level 2 Bay 4 Atrium or phone (02) 9209 4220 for further assistance.



## Arriving by Rail

CityRail operates frequent train services between Redfern Station (adjacent to the Australian Technology Park) and other major Sydney stations including Central, Town Hall, Wynyard and Circular Quay. For information about travelling by rail, including timetable information, call the Transport Infoline on 131 500 or visit [www.131500.com.au](http://www.131500.com.au)



## Arriving by Bicycle

Cycle facilities are located throughout ATP. Bike racks are located at the top of Cornwallis St, Innovation Plaza, 8 Central Ave, two near the Biomedical Building and one at the start of Mitchell Way.



## Arriving by Bus

There are frequent bus services to the Australian Technology Park from the city and Sydney's domestic and international airport. The bus stop closest to the Australian Technology Park is on the corner of Boundary and Regent Street. For bus timetables call the Transport Infoline on 131 500 or visit [www.131500.com.au](http://www.131500.com.au)

Official Contractor

**MORETONHIRE**  
experience is everything



### Parking

Parking can be paid at either the pay station near the lift or at the boom gate with a credit card. We offer paywave facilities to make parking payments quick and easy.



### Parking Fees

First half hour \$6.00, ½-1 hour \$12.00, 1-3 hours \$20.00, 3+ hours \$30.00 (Max daily rate), Lost Tickets \$30.00, Please note Pay Stations accept \$20, \$10, \$5 notes and \$2, \$1, 50c, 20c, 10c coins and payment by credit card.



### Disabled Parking Area

To gain access to the disabled parking area, please contact the security office on 9209 4666 or advise security at the boom gate when you first enter the Park.



**PLEASE GET IN CONTACT IF YOU WOULD LIKE TO RECEIVE DETAILS FOR OUR *AUCKLAND BUILD CONSTRUCTION EXHIBITION.***

THE LEADING NEW CONSTRUCTION EXPO FOR AUCKLAND AND NEW ZEALAND



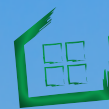
**AUCKLAND  
BUILD 2016  
EXPO**

November 16th & 17th, 2016



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*Green Build*  
AUCKLAND

FEATURING

**150+**  
EXHIBITORS

**THOUSANDS**  
OF QUALITY ATTENDEES

**FREE**  
TRAINING WORKSHOPS



THE LEADING NEW CONSTRUCTION EXPO FOR AUCKLAND AND NEW ZEALAND

Residential Construction	Light Commercial Construction	Retail Construction
Healthcare Construction	Industrial Construction	Commercial Construction
Institutional Construction	Heavy Civil Construction	Environmental Construction

SECTORS COVERED

oliverkinross  
INTERNATIONAL  
CONSTRUCTION EVENTS:



NZ: +64 (9) 889 7707

HK: +852 3975 5710

UK: +44 (0) 207 127 4501

AUCKLANDBUILD@OLIVERKINROSS.COM

oliver kinross

# INTERNATIONAL BUILD SERIES

Our portfolio of international build events in the  
world's leading construction markets.



25-26 Nov



7-8 March



10-11 March



21-22 April



27-28 April



26-27 Oct





# OUR CHARITIES

Each time a new exhibitor purchases an exhibition stand at any one of our portfolio of Build events, we donate \$25 to both of our partner charities, The Lighthouse Club and IPOM.



The Lighthouse Club has been providing emergency financial assistance to the construction community since 1956. It exists to:

**Provide..** financial assistance, welfare and wellbeing advice and emotional and legal support to the Construction Community to relieve hardship and stress.

**Promote..** initiatives aimed at avoiding accidents and improving safety on construction sites.

**Support..** educational initiatives aimed at improving employment conditions and career opportunities within the construction industry.

**Support and deliver..** local and national events that embrace networking, fundraising and fellowship within the construction industry



For more information visit [www.lighthouseclub.org](http://www.lighthouseclub.org) or [www.constructionindustryhelpline.com](http://www.constructionindustryhelpline.com)



The idea for the People of the Sea Institute, known as IPOM (Instituto Povo do Mar), was born in 2010 amongst four surfers who wanted to create opportunities for marginalised youth in a favela community called Serviluz in Fortaleza, North East Brazil.

Having frequented the community for years to surf on the perfect waves at Titanzinho beach, the founders wanted to give something back to a community where young people suffer from lack of adequate public services, security and opportunities taken for granted elsewhere.



For more information, please visit: [www.ipompovodomar.org](http://www.ipompovodomar.org)



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Australian Technology Park



Australian Government  
Australian Taxation Office  
Australian Government  
Australian Business Register

# STAND SPACE BOOKING FORM

Australian Business Number (ABN) 91 233 019 796  
Goods and Services Tax Registration Number (GST) 91 233 019 796

Name of Company/Organisation:

We hereby confirm acceptance of Stand Number:

## Exhibition Choices

Raw Space	AUD	Shell Scheme	AUD
6m <sup>2</sup> Raw Space	<b>\$3,780</b>	6m <sup>2</sup> Shell Scheme	<b>\$4,170</b>
9m <sup>2</sup> Raw Space	<b>\$5,670</b>	9m <sup>2</sup> Shell Scheme	<b>\$6,255</b>
12m <sup>2</sup> Raw Space	<b>\$7,560</b>	12m <sup>2</sup> Shell Scheme	<b>\$8,340</b>
18m <sup>2</sup> Raw Space	<b>\$11,340</b>	18m <sup>2</sup> Shell Scheme	<b>\$12,510</b>
24m <sup>2</sup> Raw Space	<b>\$12,720</b>	24m <sup>2</sup> Shell Scheme	<b>\$14,280</b>
36m <sup>2</sup> Raw Space	<b>\$19,080</b>	36m <sup>2</sup> Shell Scheme	<b>\$21,420</b>

All prices listed are exclusive of VAT/applicable local taxes and the Listing & Marketing Fee of \$495

## Sponsorship Options

	AUD
Lanyard Sponsorship	<b>SOLD</b>
Delegate Bag Sponsor	<b>\$ 8,950</b>
Registration Sponsorship	<b>\$ 8,350</b>
Hallway Signs and Banners Sponsorship	<b>\$10,950</b>

**Shell Scheme Includes:** Carpet, Walls, Table, Two chairs. (Other sizes available on request)

**Programme Code: WL1**

## Advertising & Sponsorship Pack available upon request

### Auckland Build Expo 2016 - November 16<sup>th</sup>-17<sup>th</sup>, receive 10% discount on BOTH bookings

If you would like to confirm the exact same sized space at the Auckland Build Expo please tick to confirm, you will receive a 10% discount off of both bookings. You will be sent an invoice with the agreed booking amount stated in this booking form for Sydney Build minus 10% discount and you will be sent an additional invoice for the exact same amount for the Auckland Build event - this is in effect two bookings.

### A half-page advert in the Official Event Guide

Plus 1 piece of company literature/material in the exhibitor bags given out to every attendee on arrival.

**\$995 + GST**

### A full-page advert in the Official Event Guide

Plus 1 piece of company literature/material in the exhibitor bags given out to every attendee on arrival.

**\$1495 + GST**

Name:

Signed:

Date:

Address:

Email Address

Website:

Mobile Number:

Landline Number:

State the exact name under which your company is to exhibit including any punctuation, use of upper/lower case etc

Please add in any additional requirements which have been agreed:

This agreement is subject to the terms and conditions printed on and in signing this form the exhibitor accepts that they have read, understood and agree to those terms.





# STANDARD TERMS & CONDITIONS

## 1) Terms

The expression "the Exhibition" wherever mentioned herein shall mean **Sydney Build Expo**.

The expression "the "Organiser" wherever mentioned herein shall mean Oliver Kinross Ltd.

The expression "the Exhibitor" wherever mentioned herein shall mean any company firm or person who has applied for or been allocated any space/shell unit at the Exhibition.

The expression "space/shell" wherever mentioned herein shall mean any exhibition space or shell stand allocated to the Exhibitor at the Exhibition.

## 2) Application for the Allocation of Space/Shell Stand

If the application is acceptable to the Organiser every effort will be made to allocate the space/shell applied for. However, in order to facilitate an orderly layout for the Exhibition the Exhibitor agrees to accept and pay for each space/shell as may be allocated to him/her provided that it shall not be more than 10% greater or less than the area/shell applied for. The space/shell allocated shall be the full extent of display area available to the Exhibitor.

The Organiser indicates on plans, given to Exhibitors dimension figures as accurately as possible. However, Exhibitors must ensure conformity prior to stand erection. The Organisers do not accept responsibility for any slight discrepancies which could be established between the indicated figures and the actual dimension of the space/shell. The location of pillars/columns cannot be positioned accurately within any stand/shell space and tolerance of at least 50cm in any direction should be allowed.

The Organiser reserves the right to relocate any Exhibitor if, in the Organiser's absolute discretion, it thinks it is necessary in the best interests of the Exhibition.

Should any dispute arise as to the allocation of the space/shell, or as to the extent of any extra space deemed by the Organiser to be occupied by an Exhibitor beyond that allocated, the decision of the Organiser is final.

In the event of the Exhibitor giving written notice of any time prior to the Exhibition of his intention not to take possession of the space/shell allocated to him/her or in the event of his failing to take possession of the space/shell allocated to him/her or in the event of his failing to take possession of such space/shell on the day prior to the opening of the Exhibition, the Organiser may deal with such space/shell as it thinks fit without being under any liability to refund or abate any charges paid or due hereunder.

## 3) Payment and Interest

Once Oliver Kinross Ltd. has received the signed booking contract by fax/email/post, the agreement is complete. By signing and returning the booking contract, the signee has agreed to make payment of the applicable fee even if payment is not made within the stated payment terms. By signing and returning the booking contract, the signee also confirms that they are authorised to sign such contracts on behalf of the Exhibitor and settle any liability that arises as a result of signing and returning the contract.

All prices are subject to a listing & marketing fee as stated on the exhibition booking contract.

A non-refundable deposit of 30% of the total standard charge, plus VAT/applicable local taxes, per space/shell, must be paid within 5 working days of issuing the signed Exhibition Space Booking Form to the organiser.

The second instalment of 70% of the total standard charge, plus VAT/applicable local taxes, per space/shell, must be paid no later than 5 months before Day 1 of the exhibition commencing. Should the

Booking Form be returned to the Organiser within 6 months of Day 1 of the exhibition commencing, full payment will be required within 5 working days of the Booking Form being returned to the Organiser.

In the event that the Exhibitor fails to pay any sum due hereunder in the time and manner herein agreed, the Organiser may by notice in writing withdraw the space/shell allocated to him/her without being under any liability to refund the Exhibitor or abate charges paid or due hereunder.

Further, once an allocation of space/shell has been made in accordance with the foregoing, should he/she subsequently decide for any reason to withdraw from the Exhibition he shall promptly inform the Organiser in writing and he/she shall be liable to pay the following cancellation charges: if more than 8 months notice of cancellation (before Day 1 of the exhibition commencing) is given to the Organiser, 30% of the value of the booked stand plus VAT/applicable local taxes. If more than 6 months notice of cancellation, but less than 8 months notice of cancellation (before Day 1 of the exhibition commencing) is given to the Organiser, 60% of the value of the booked stand plus VAT/applicable local taxes. If less than 6 months notice of cancellation (before Day 1 of the exhibition commencing) is given to the Organiser, 100% of the agreed price of the booked stand plus VAT/applicable local taxes.

If the Exhibitor fails to make payment on the due date he/she shall pay the Organiser interest on the balance from time to time outstanding (as well after as before any judgement) at the rate of 2% per month or part thereof.

All prices quoted are net of applicable taxes. Oliver Kinross Ltd reserves the right to charge applicable taxes in addition to the price stated. A VAT/tax receipt will be issued on receipt of full payment if applicable.

For events taking place in South Africa, the invoice and credit card payments may be issued or taken in ZAR and charged using the latest conversion rate of the Bank of England.

For non-South Africa based events, credit card payments may be taken and charged in GBP using the latest conversion rate of the Bank of England. Invoices may be issued in GBP using the latest conversion rate of the Bank of England.

For events where the prices quoted on the Booking Form are not in GBP, if payment is to be made by credit/debit card, the Organiser will convert the quoted price into GBP using the latest conversion rate of the Bank of England. The Organiser shall not be liable for any differences that may arise as a result of converting the quoted price from a non-GBP currency into GBP in order to take payment by credit/debit card. The Organiser is willing to update the invoice/receipt to show the exact amount charged as a result of Foreign Exchange differences.

## 4) Termination

If the Exhibitor becomes bankrupt, makes any composition with his/her creditors, goes into liquidation or has a receiver appointed, fails to make payment on the due date or breaches any of these Terms and Conditions for Exhibitors, the Organiser may cancel any allocation of space/shell without being under any liability to refund or rebate any charges paid or due hereunder.

## 5) Exhibitor Representative

Each Exhibitor must name in writing at least one person to be his/her representative in connection with the installation, operation and removal of the exhibit. Such representatives shall be authorised to enter into such service contracts as may be necessary for which the Exhibitor may be responsible.

## 6) Exhibition Set Up and Hours of Opening

The Exhibitor shall have his/her stand complete and ready for visitors by 20.00 hrs on the day prior to the opening of the Exhibition. In the event of default from this clause the Organiser shall have the right to deal with the space in any way they consider is in the interests of the Exhibition.

The Exhibition will be open to visitors at advertised stated times each day, during which period the Exhibitor undertakes to have his exhibits on display, in good order, adequately attended and not covered up.

## 7) Removal of Exhibits

No Exhibitor shall have the right prior to closing of the Exhibition to pack or remove articles on display without permission and approval in writing by the Organiser. If the Exhibitor acts in breach of this provision he shall pay, as compensation for the detraction to the Exhibition's appearance in addition to all sums otherwise due under this Agreement an amount equal to one third of the total space/shell charge for the Exhibitor's allocated area.

The Exhibitor will be liable for all storage and handling charges resulting from failure to remove all exhibits and display materials from the allocated area (the Organiser will inform all exhibitors of the time and date that these items need to be removed by prior to the Exhibition commencing)

The Exhibitor must surrender any occupied shell scheme in its original condition. The Exhibitor should make good and indemnify the Organiser for any damage done to the Exhibition premises or done to the shell scheme by the Exhibitor, his agent, contractors or employees.

## 8) Plan of Stands

A set of plans for all stands, structural units or display fitments etc, must be submitted to the Organisers for approval at its absolute discretion.

If you are building a RAW Stand and it is deemed that you require a structural engineer to sign off your structure, the event organiser will source one on your behalf but you may incur charges for this, which you will be notified of two weeks prior to the event commencing. Upon inspection of your stand, if it is deemed necessary by the exhibition organiser to purchase/hire additional equipment, such as extra safety equipment or fire extinguishers, that comes about due to the nature of your stand, you may be liable for these charges.

## 9) Stand and Display Arrangement

Exhibits shall be so arranged as to not obstruct the general view, nor hide or interfere with the exhibits of others. No display material exposing an unfinished surface to neighbouring stands shall be permitted.

## 10) Use, Transfer and Subletting of Space/Shell

Without the prior written consent of the Organiser the Exhibitor shall not transfer the whole or any part of the allotted space/shell, nor divide share or exchange space/shell with another Exhibitor nor display or advertise any products or services except such as are manufactured or regularly carried in the normal course of their business.

## 11) Space/Shell Allocation

The Organisers shall have full power to determine in every respect the allocation of area and position of space/shell and they shall be entitled for any reason which in their sole opinion is in the general interest of the Exhibition to vary the general layout or the situation and area of any particular stand even if already allotted and the Exhibitor shall accept such new allotment of space in substitution of the originally allotted space/shell.

## 12) Exhibition Dates

The Organisers reserve the right to reschedule the dates of the Exhibition for any reason which in their sole opinion is in the general interests of the Exhibition.

## 13) Requirements of Superior Authorities

The Exhibitor shall at once comply with any requirements imposed on the Organiser by the proprietors or managers of the Exhibition building or Municipal or other competent authority on written notice of such being given to the Exhibitor by the Organiser.

All inflammable material shall be fireproofed or otherwise processed against fire in accordance with the regulations for the time being in force and any statutory or local regulations or requirements to which the Exhibition may be subject.

## Exhibition venue

This Agreement is subject to the terms, conditions, rules and regulations of the Conditions of Hiring regulating the use of the exhibition venue for the purpose of the Exhibition and made between the exhibition venue and the Organiser. A copy of which is incorporated in the Exhibitors Manual and the Exhibitor hereby expressly acknowledges that he/she is bound by such terms and conditions as are applicable to he/she as an Exhibitor at the Exhibition and undertakes to observe and perform all such terms and conditions at all times during the continuance of this Agreement.

## 14) Undesirable Activities

If it appears to the Organiser that an Exhibitor may be engaged in activities which are deemed to be contrary to the best interests of the Exhibition or which appear unethical or to be in breach of the Law, the Organiser may cancel any allocation of space/shell which may have been made to the Exhibitor and require him/her forthwith to vacate any space/shell allocated to him/her and refuse the Exhibitor the right to participate further in the Exhibition without being under any liability to refund or abate any charges due hereunder.

Canvassing for orders, except by the Exhibitor on his own stand in the normal course of his business are strictly prohibited and in any such case the right of expulsion will at once be exercised. The distribution or display of printed or other placards, handbills or circulars or other articles except by the Exhibitor on his own stand is prohibited. Sales by auction are prohibited.

No food, tobacco or beverage (alcoholic or otherwise) shall be sold or supplied or distributed free of charge within the confines of the Exhibition building and no utensil or vessel for the consumption or preparation thereof shall be brought into the Exhibition building by the Exhibitor or his/her agents without, in any such case, the prior written consent of the Organiser.

## 15) Limitation of Liability

The Organiser, its employees and agents shall have no liability whatsoever for any loss, damage injury costs charges or expenses suffered or incurred by the Exhibitor, its employees or agents and arising whether directly or indirectly from the use or occupancy of the Exhibition space or shell stand or from their attendance at the Exhibition except liability for injury to persons arising solely from the negligence of the Organiser its employees or agents.

## 16) Indemnity and Insurance

The Exhibitor hereby agrees to indemnify and keep indemnified the Organiser, its employees and agents from and against all liability for loss damage injury costs charges or expenses suffered or incurred by any persons whether directly in consequence of the use or occupancy of the Exhibition space/shell by the Exhibitor, its employees or agents or their attendance at the Exhibition.

We strongly advise that the Exhibitor should have

adequate Public Liability insurance and also that the Exhibitor should ensure that any contractors and sub-contractors he/she uses have their own insurance.

The Exhibitor will provide written proof of all such insurances on request by the Organiser.

However, Oliver Kinross Ltd. shall have absolutely no liability for the acts or omissions of any exhibitor or their contractors or sub-contractors regardless of whether or not such insurance is in place.

## 17) Cancellation or Termination of Exhibition

In the event that the premises where the Exhibition is to be held shall, in the sole determination of the Organiser, become unfit or unavailable for occupancy, or shall be substantially interfered with by reason of fire, flood, tempest, or any other such cause or as a result of Government intervention, malicious damage, act of war, strike, lockout, labour dispute, riot or any other cause or agency over which the Organiser has no control or should the Organiser decide that owing to any such cause or agency it is necessary or advisable to cancel, postpone or re-site the Exhibition or reduce the planned period for preparation, display or dismantling the Organiser shall not be liable to indemnify or reimburse the Exhibitor in respect of any loss damage costs charges or expense whether direct or indirect arising as a result thereof.

In the event that there are lower visitor attendees on the Exhibition days for reasons beyond the Organisers control the Organiser shall not be liable to indemnify or reimburse the Exhibitor in respect of any loss damage costs charges or expense whether direct or indirect arising as a result thereof.

## 18) Responsibility

If the Exhibitor fails to comply in any respect with the terms of this Agreement and fails to remedy such non-compliance within fourteen days of written notification thereof being sent to him/her by the Organiser, shall have the right to offer said space/shell to another Exhibitor, or use the said space/shell in any other manner but shall not be construed as affecting the responsibility of the Exhibitor to pay the full amount specified by the contract.

The Organiser reserves the right to interpret, amend and enforce these regulations as it deems proper to ensure the success of the Exhibition.

## 19) Additional Provisions

The Exhibitor shall abide by all additional regulations made by the Organiser from time to time relating to the running of the Exhibition including without prejudice to the generality of the foregoing all such regulations as are set out in the Prospectus relating to the Exhibition and the Exhibitors Manual relating thereto (which expressions shall in each case include reference to any supplementary documents published or made available in connection therewith). Provided that in the event of any conflict between any such regulations wheresoever contained, and the Terms and Conditions set out herein, the Terms and Conditions set out herein shall take precedence.

## 20) Limits of Height

Any Exhibitor wishing to construct displays higher than the shell ceiling height must have written permission from the Organiser and must obtain written approval of the final floor plan.

## 21) Rates of Exchange

The rate of exchange in respect of funds transferred from overseas shall be that ruling at the Bank of the Organiser to which funds are transferred at the date payment is made.

## 22) Applicable Law

This contract is governed by the law of England and Wales, and is subject to the exclusive jurisdiction of the courts of England and Wales

## 23) Sanctions

Should any applicable sanctions, legislation or bank regulations prohibit this event or make its operation impractical, then Oliver Kinross Ltd reserve the right to relocate the event to another country or region as appropriate.

## 24) Other

Oliver Kinross Ltd. will make every reasonable efforts to adhere to the advertised event package but reserves the right to change dates, location, content, speakers or topics if necessary. Any communication concerning the event shall not form part of the contract. If an event is cancelled for any reason the client shall receive a full credit voucher which can be used to attend a future event arranged by the Organiser. The customer is wholly responsible for booking and paying for all travel, accommodation and other services associated with attendance at an event. Under no circumstances shall Oliver Kinross Ltd. be liable for any expenses incurred by the customer even if the event is cancelled, postponed or modified in any way. It is agreed that the customer will only book such services where the customer has the right and ability to cancel these without cost or penalty and retains and accepts full ability and responsibility to do so. Oliver Kinross Ltd. shall have no liability whatsoever for any indirect costs or expenses or any consequential losses howsoever incurred by the customer in any circumstances including, for example, lost profits, lost revenues, lost business opportunity, lost goodwill.

**Company Logo & Profile** - unless specifically requested by the Exhibitor not to use this information, we will be listing your company profile (185 words), logo, and point of contact (address, email and telephone number) within the Exhibition Show Guide and on the Exhibition website. We send out many reminders to obtain this information directly, however if we do not receive this before our print deadline, our marketing team will obtain this information from your company website and use on our event materials which may include but are not limited to: exhibitor website section and printed manuals, flyers and other event documents.

**Contractors** - we, as the event Organiser, appoint a number of contractors to use for various on site services at the exhibition which include but are not limited to: general decorator, audio visual, translation, temporary staffing agencies, dray age, labour services, freight and delivery. In certain circumstances, we are legally obliged by the host venue to obtain these services. In turn, you, as the exhibitor, are also legally obliged to use these services for your participation at the event. Please note that you will be informed about this in your exhibitor manual.

**USB Sponsor** - only applicable to the company that has purchased the USB Sponsorship option. You will be the exclusive USB provider. No other company may purchase this.

There is no limit what you can load onto the USB. The USB sponsor will be responsible for sourcing all USB's and arranging shipment to the venue (liaise with Event Organiser Operations team to obtain delivery schedule and address). If the USB sponsor wishes to include conference/workshop content, the event organiser will send this information to the USB sponsor two weeks prior to the event commencement date with any materials that we have permission to distribute/use. USB's will be distributed at registration by event organiser to every attendee at the event.

**Lanyard Sponsor** - only applicable to the company that has purchased the Lanyard Sponsorship option. You will be the exclusive Lanyard provider. No other company may purchase this. Artwork must be sent over to the event organiser two weeks prior to event commencement date for approval (and to check the attachments are suitable for the name badges). The lanyard sponsor will be responsible for sourcing all Lanyards, the personalized artwork and arranging shipment to the venue (liaise with Event Organiser Operations team to obtain delivery schedule and address).