

# SPACE RESERVATION

Early Bird Rate: a 5% discount will be given to orders as of Feb. 29, 2012 upon full payment. Published rate commences on Mar. 1, 2012.  
All prices are quoted in Chinese currency; payment in USD is subject to the current official exchange rate on the date of invoice.

Company			
Contact Person		Job Title	
Tel		Fax	
E-mail		Nationality	
Address			
Product & Service			

### INDOOR SPACE

Package Booth	Price	QTY	Spec.	Amount
9 m <sup>2</sup> / unit	RMB32,400	( )		( )
12 m <sup>2</sup> / unit	RMB43,200	( )		( )
15 m <sup>2</sup> / unit	RMB54,000	( )		( )
Location Surcharge -2 sides open	5%			( )
<b>Raw Space</b> (Min. 30 m <sup>2</sup> )	RMB3,200 / m <sup>2</sup>	( ) = ( ) X ( )		( )
Location Surcharge (applicable for orders of less than 100 m <sup>2</sup> )				
-3 sides open	7.5%			( )
-island booth	10%			( )
Double-Story Surcharge	50%			( )

### OUTDOOR SPACE

Raw Space (Min. 30 m <sup>2</sup> )	RMB1,600 / m <sup>2</sup>	( ) = ( ) X ( )	( )
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### CHALET (Two-story Module)

1 Unit (150 m <sup>2</sup> )	RMB280,000	( )	( )
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### STATIC DISPLAY

Below 1 T	RMB12,000	( )	( )
1.1 T - 3 T	RMB13,300	( )	( )
3.1 T - 10 T	RMB18,000	( )	( )
10.1 T - 25 T	RMB21,400	( )	( )
25.1 T - 40 T	RMB28,700	( )	( )
40.1 T - 60 T	RMB40,100	( )	( )
60.1 T & above	RMB50,100	( )	( )

### Mock-ups to be invoiced on the weight category to which the corresponding aircraft belong

Note: Please see the overleaf for related rules and procedures.

**Total=RMB** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

## **GENERAL RULES AND PROCEDURES**

### **1. Who can exhibit?**

Only companies whose products or services correspond exactly to the theme of the show and to the permitted categories of products of the show (see WHAT CAN BE EXHIBITED) will be admitted as exhibitors.

### **2. What can be exhibited?**

Exhibitors may exhibit, in the halls or on the outdoor static area the following categories of products or services:

- (1) Aircraft (fixed wing); (2) Helicopter; (3) UAV (Unmanned Aerial Vehicle); (4) Aerospace Launch Vehicle; (5) Engine Manufacturing/Repair/Component; (6) Airborne Communication/Avionics/Radar; (7) Airframe Structure/Peripherals; (8) Aircraft MRO/Test Equipment/Machinery/Tooling; (9) Air Traffic Control/Equipment; (10) Airport/Ground Support Equipment; (11) Missile/Ammunition; (12) Satellite/Aerospace Application System; (13) Metal/Non-metal Material; (14) Training/Simulator; (15) Aircraft Painting/Interior; (16) Association/Exhibition Organizer; (17) Other products, services and activities pertaining to the above categories

Note: Sales at the stand/space/chalet are strictly prohibited during the exhibition. To those who break the rule, the organizer has the right to abolish their participation, confiscate the exhibitor's badges and products on sale.

### **3. Show Schedule**

Trade Days: Nov. 13-15, 2012    Public Days: Nov. 16-18, 2012

### **4. Booth/Chalet/ Aircraft Static Display Description**

- (1) Package booth comprises walling, floor covering, basic lighting, 1 fascia name, 1 information desk, chairs (2 for 9 sqm and 12 sqm, 3 for 15 sqm), 1 socket and 1 waste-paper basket. Any alteration or adjustment to the package booth structure is not allowed without prior written agreement from the organizer.
- (2) Each standard chalet is supplied with water & electricity, and two air-conditioners. Internal and external decoration, furniture, partitions, fixtures, cleaning, floor covering and catering are to be arranged by the exhibitor.
- (3) Aircraft static display fees do not include landing and other charges levied separately by related authorities and service providers. Positioning of the aircraft is subject to determination by the organizer and railing of the aircraft is to be provided by the organizer.

### **5. Space Allocation**

Upon receipt of an order form, the organizer will send the related exhibitor a detailed floor plan indicating the location of his stand/chalet. The organizer will make every effort to allocate stands, chalets and static display space at requested locations. But in case of duplicate requests or in situations where the best interest of the show needs to be maintained, the organizer has the final and full discretion in stand/chalet allocation and relocation.

Sub-letting of the stand/space/chalet or any part thereof is not allowed without prior written agreement from the organizer.

### **6. Payment**

- (1) All prices are quoted in Chinese currency. Payment can only be made in RMB or US dollars.
- (2) Exhibitors can choose to make full payment or pay in two installments for the reserved space. The organizer will send the exhibitor an invoice within a week on receipt of the space reservation form. For those who prefer to pay in two installments, the second half payment invoice will be issued in the last week of May 2012. For any orders later than June 1, 2012, exhibitors have to make full payment for the reservation.
- (3) 5% early bird discount will be given to orders as of Feb.29, 2012 upon full payment.
- (4) Payment in US dollars shall apply the current official exchange rate on the date of invoice. Exhibitors shall make the payment within 40 days upon receipt of the invoice. Otherwise, this invoice will be invalid and the organizer will issue a new invoice according to the new exchange rate.
- (5) 10% surcharge will be levied for payment later than Sept. 1, 2012.
- (6) 50% cancellation charge is levied on all signed order forms; 100% cancellation charge is levied for any withdrawals from July 1, 2012, and no refund is given for any cancellations from this date. In case of cancellation, the space concerned will then be placed at the full disposal of the organizer.

### **7. Force Majeure**

In case of force majeure, the date, location, duration and time of the show will be modified without giving rise to any claim for indemnity.

**All information contained in this booklet is correct at the time of printing and is subject to changes. For the most up-to-date information, please consult the show organizer or refer to the yet-to-come information packages of the organizer.**