

# bC India - A BAUMA CONEXPO SHOW

International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles

5 – 8 February 2013

Bandra Kurla Complex, Mumbai, India

## Exhibitors from India

Contact:  
bC Expo India Pvt. Ltd.  
Lalani Aura, 5th Floor, 34th Road,  
Khar (West), Mumbai - 400 052, India  
Tel.: +91-22-4255 4700  
Fax: +91-22-4255 4719  
Email: info@bCIndia.co.in  
www.bCIndia.com



FOR EASIER PROCESS PLEASE FIND OUR ONLINE APPLICATIONS FORM UNDER: [www.bCIndia.com/documents](http://www.bCIndia.com/documents)

**Priority Deadline:**  
**15 March 2012**

## Exhibitors Application Form

### EXHIBITOR DETAILS

COMPANY

STREET, P. O. Box

POSTAL CODE / TOWN / COUNTRY

WEBSITE : www.

Member of the following trade associations:

CONTACT:

Mr. / Ms. Title: First Name: Last Name:

Country/Area Code: Telephone Fax Personal E-mail:

Type of Exhibitor:  Manufacturer  Dealer  Importer  Distributor  Service company (multiple entries possible)

Headquarters of the parent company with address and country:

Already participated in bC India 2011 under the following company name:

Under which country would you like to be included in the statistics:  Headquarters  Branch country  Country: \_\_\_\_\_

### CONTACT DETAILS FOR TRADE FAIR ORGANIZATION / CORRESPONDENCE TO BE SENT TO (ONLY IF DIFFERS FROM ABOVE)

Contact Mr. / Ms.

Fax:

Phone

Personal Email:

### CONTACT OF YOUR PRESS OFFICE

Contact Mr. / Ms.

Personal Email:

### PARTICIPATION FEES RAW SPACE ONLY

We wish to participate and apply for:

Hall Stand Size	Raw space price	Raw space (min. 9 sqm)	front x depth (m) (m)	Outdoor area Stand Size	Raw space price	Raw space (min. 50 sqm)	front x depth (m) (m)
9 – 50 sqm	INR 7,790.00/sqm		x	50 – 250 sqm	INR 3,890.00/sqm		x
51 – 100 sqm	INR 7,390.00/sqm		x	251 – 800 sqm	INR 3,490.00/sqm		x
>100 sqm	INR 6,790.00/sqm		x	801 – 1200 sqm	INR 3,090.00/sqm		x
				>1200 sqm	INR 2,790.00/sqm		x

There will be booth construction packages on offer, in the exhibitor manual at a later stage.

The above participation fees are exclusive of applicable taxes.

**SECURITY DEPOSIT:** There will be a security deposit applicable which is 10% of the booth rental fee or maximum INR 100,000/-. You will be informed about further details in the exhibitor manual.

**Co-exhibitors:** A charge of INR 4,000.00 exclusive of applicable taxes will be applicable for each co-exhibitor. \_\_\_\_\_ Number of Co-Exhibitors represented at the stand with their own staff (according to Terms of Participation Clause 3) Additionally represented companies are not allowed at the stand.

Please find the co-exhibitors' application form on our website: [www.bCIndia.com/documents](http://www.bCIndia.com/documents)

### IMPORTANT INFORMATION FOR ALLOCATION PROCESS (IF BELOW SPACE IS NOT SUFFICIENT PLEASE SEND EMAIL TO [info@bCIndia.co.in](mailto:info@bCIndia.co.in))

Comments relevant to your requested allocation:

Exhibits to be displayed (including co-exhibitors):

Maximum load per sqm floor space \_\_\_\_\_ kg

Largest Exhibit ( length(m), width(m), height(m))

Heaviest Exhibit (length(m), width(m), height(m), weight in total (kg))

The following equipment will be demonstrated in operation:

The objects registered for and brought to the fair are our property:  yes  no

If no: Property of the following company/ies (full addresses): \_\_\_\_\_

### INDEX OF PRODUCTS AND SERVICES: see overleaf (Please complete and submit the attachment together with this application form)

Herewith I accept the Terms of Participation. The attached Participation Terms are recognized as legally binding in all parts. Each applicant acting on behalf of a third party shall be directly liable for meeting the demands of bC Expo India Pvt. Ltd. in respect of the above fair.



# Index of Products and Services

(Attachment to bc India 2013 application form)

## COMPANY

Kindly mark the main product index under which most of your products can be allocated:

MAIN PRODUCT INDEX NR: \_\_\_\_\_

### 1. All Around Construction Sites

#### 1.1 Construction vehicles

- 1.1.1 Dumper trucks
- 1.1.2 Tractors
- 1.1.3 Semitrailer trucks
- 1.1.4 Truck carriages for special body assemblies
- 1.1.5 Road sweepers
- 1.1.6 Body assemblies and trailers

#### 1.2 Earth-moving machines

- 1.2.1 Machines for tunnel construction / Tunneling machines
- 1.2.2 Excavators
- 1.2.3 Excavator-loaders
- 1.2.4 Loaders
- 1.2.5 Scrapers
- 1.2.6 Bulldozers and graders
- 1.2.7 Drilling equipment and systems
- 1.2.8 Pile drivers and pulling tools

#### 1.3 Road Construction and Maintenance Equipment

- 1.3.1 Rollers
- 1.3.2 Plate vibrators
- 1.3.3 Tampers
- 1.3.4 Soil stabilizers
- 1.3.5 Special machines for road construction, maintenance and repair

#### 1.3.6 Track-laying machines

- 1.3.7 Wall trenching cutters
- 1.3.8 Paving stone placing machines

#### 1.4 Pipe & Cable Laying Equipment & Tools

- 1.4.1 Cable laying machines
- 1.4.2 Pipeline and cable detectors
- 1.4.3 Cable sanitation and renovation

#### 1.5 Lifting appliances and conveyors

- 1.5.1 Cranes
- 1.5.2 Site Hoists
- 1.5.3 Transport platforms
- 1.5.4 Working platforms
- 1.5.5 Mast climbing platforms
- 1.5.6 Hoists and winches
- 1.5.7 Bottle hoists, electrical lifts
- 1.5.8 Vacuum lift systems
- 1.5.9 Forklifts
- 1.5.10 Lift trucks
- 1.5.11 Lifting technology, others

#### 1.6 Construction equipment, tools & special systems

- 1.6.1 Stone Processing Equipment
- 1.6.2 Equipment and tools for reinforcing steel processing
- 1.6.3 Ground water lowering systems, construction pumps
- 1.6.4 Compressed air tools
- 1.6.5 Hydraulic tools
- 1.6.6 Electrical tools
- 1.6.7 Petrol-driven drills
- 1.6.8 Joint cutters
- 1.6.9 Laser cutting systems
- 1.6.10 High-pressure and steam cleaners
- 1.6.11 Sand and shot blasting cleaners
- 1.6.12 Surveyor's equipment
- 1.6.13 Bolt cutters
- 1.6.14 Welding sets and accessories
- 1.6.15 Compressors
- 1.6.16 Canal sheeting equipment
- 1.6.17 Canal maintenance equipment
- 1.6.18 Wheelbarrows and construction ladders
- 1.6.19 Garbage compactors

#### 1.7 Handling and processing concrete and mortar at construction sites

- 1.7.1 Concrete pumps
- 1.7.2 Distributer booms for concrete pumps
- 1.7.3 Truck mixers
- 1.7.4 Pneumatic conveyors
- 1.7.5 Mortar pumps
- 1.7.6 Concrete guns
- 1.7.7 Concrete injectors
- 1.7.8 Waste concrete recycling, residual concrete washing systems
- 1.7.9 Rendering machines
- 1.7.10 Concrete compaction
- 1.7.11 Telescopic conveyor belts (self propelling)
- 1.7.12 Aggregates for the concrete and mortar processing
- 1.7.13 Concrete vibrator

#### 1.8 Formwork and scaffoldings

- 1.8.1 Formwork systems for civil engineering
- 1.8.2 Formwork systems for bridge building
- 1.8.3 Formwork systems for tunnel construction
- 1.8.4 Formwork plates
- 1.8.5 Formwork cleaning, repair and regeneration
- 1.8.6 Software systems for formwork planning
- 1.8.7 Formwork accessories
- 1.8.8 Scaffolding

#### 1.9 Site installations

- 1.9.1 Portakabins
- 1.9.2 Motor caravans, job site and office caravans
- 1.9.3 Mobile toilet units
- 1.9.4 Hangars, mobile and stationary
- 1.9.5 Contractors' air heaters
- 1.9.6 Power distributors
- 1.9.7 Signal and locking systems for construction sites
- 1.9.8 Safety nets and belts
- 1.9.9 Concrete removing and rust-protection agents

- 1.9.10 Concrete and mortar buckets
- 1.9.11 Loading rails
- 1.9.12 Construction site lighting
- 1.9.13 Construction site fences
- 1.9.14 Mobile gas stations
- 1.9.15 Construction waste chutes

### 2. Mining, Extraction and Processing of Raw Materials Machines for extraction of raw materials and for mining

- 2.1.1 Shaft sinking
- 2.1.2 Exploration drilling
- 2.1.3 Heading (also for tunneling)
- 2.1.4 Shaft support
- 2.1.5 Roof for roadways supports
- 2.1.6 Facilities for lowering groundwater
- 2.1.7 Pumps
- 2.1.8 Scrapers for gravel extraction
- 2.1.9 Longwall mining
- 2.1.10 Room and pillar and vein mining (also tunneling)
- 2.1.11 Ventilation and air-conditioning
- 2.1.12 Stowing
- 2.1.13 Dewatering
- 2.1.14 Open cast mining, extraction
- 2.1.15 Marine mining
- 2.1.16 Blasting equipment
- 2.1.17 Surveying/measuring technology for mining

### 2.2 Handling of raw material

- 2.2.1 Continuous conveying
- 2.2.2 Bin equipment
- 2.2.3 Stockyard systems

### 2.3 Mineral processing (incl. coke oven equipment)

- 2.3.1 Complete processing plant
- 2.3.2 Crushers
- 2.3.3 Mills
- 2.3.4 Screening machines
- 2.3.5 Sorting equipment
- 2.3.6 Dewatering units
- 2.3.7 Briquetting plants
- 2.3.8 Palletising machines
- 2.3.9 Granulation machines
- 2.3.10 Bins
- 2.3.11 Dryers for sand and gravel
- 2.3.12 Dedusting units
- 2.3.13 Water treatment systems
- 2.3.14 Coking plants

### 3. Production of Building Materials

#### 3.1 Manufacture of cement, lime and gypsum compounds for building materials

- 3.1.1 Machinery and plant for the cement industry
- 3.1.2 Machinery and plant for the gypsum industry
- 3.1.3 Machinery and plant for the lime industry
- 3.1.4 Ovens, cookers, autoclaves
- 3.1.5 Pulverizing calcination plants
- 3.1.6 Coolers
- 3.1.7 Mixing plants / mixers
- 3.1.8 Machines and systems for producing gypsum and gypsum plasterboard

#### 3.2 Machines and systems for producing concrete, concrete products & pre-fabricated components

- 3.2.1 Machines and plants for producing fresh concrete
- 3.2.2 Machines and plants for producing concrete blocks and plates
- 3.2.3 Plant engineering for piping and shaft construction
- 3.2.4 Plant engineering for producing pre-fabricated concrete parts

#### 3.2.5 Plant engineering for lightweight building blocks

#### 3.2.6 Machines and plants for working reinforced concrete

#### 3.3 Machines and plants for producing asphalt

- 3.3.1 Turnkey mixing systems
- 3.3.2 Mixing plants / mixers
- 3.3.3 Cookers

#### 3.3.4 Systems for the bitumen production

#### 3.4 Machines and plants for producing pre-mixed dry mortar, plaster, screed and building supply store products

- 3.4.1 Turnkey systems
- 3.4.2 Mixing plants / mixers

#### 3.5 Machines and plants for producing lime sandstone and building products using power plant residue (fly ash, slag, etc.)

- 3.5.1 Turnkey systems
- 3.5.2 Mixing plants / mixers
- 3.5.3 Lime sandstone presses
- 3.5.4 Autoclaves

#### 3.6 Building material handling and packaging (in a plant)

- 3.6.1 Mechanical conveyor systems (conveying worms, band conveyors, conveyor belts, vibration machines)
- 3.6.2 Pneumatic conveyor systems
- 3.6.3 Transport and storage systems
- 3.6.4 Metering and weighing equipment
- 3.6.5 Packaging systems and accessories
- 3.6.6 Control and process control engineering

### 4. Component and Service Suppliers

#### 4.1 Transmission engineering, fluid technology and power generation units

- 4.1.1 Motors and engines
- 4.1.2 Gearwheels

- 4.1.3 Gear units
- 4.1.4 Axles
- 4.1.5 Cardan shafts
- 4.1.6 Steering mechanisms
- 4.1.7 Coupling
- 4.1.8 Brakes
- 4.1.9 Hydraulic drive, control and process control engineering
- 4.1.10 Pneumatic drive, control and process control engineering
- 4.1.11 Power generation units, stationary
- 4.1.12 Power generation units, mobile
- 4.1.13 Frequency and current transformers
- 4.1.14 Batteries
- 4.1.15 Electricity equipment for vehicles
- 4.1.16 Other power distribution elements and lighting
- 4.1.17 Equipment and accessories
- 4.1.18 Electrical drive, control and process control engineering
- 4.1.19 Hybrid drive

#### 4.2 Attachments, Accessories and wear parts

- 4.2.1 Attachments for construction vehicles
- 4.2.1.1 Chips and sand spreaders
- 4.2.1.2 Sweepers
- 4.2.1.3 Roadside mowers
- 4.2.1.4 Snow-clearing machines

#### 4.2.2 Attachments earth-moving machines

- 4.2.2.1 Hydraulic shears
- 4.2.2.2 Hydraulic grapples
- 4.2.2.3 Excavator buckets, loader buckets
- 4.2.2.4 Quick coupling systems
- 4.2.2.5 Grapples
- 4.2.2.6 Backhoes
- 4.2.2.7 Hydraulic hammers
- 4.2.2.8 Hydraulic cutters
- 4.2.2.9 Hydraulic crushers
- 4.2.2.10 Vibratory tools
- 4.2.2.11 Auger drives
- 4.2.2.12 Fork prongs/carriers
- 4.2.2.13 Telescopic pile leaders, fixed leaders
- 4.2.2.14 Screener/metal connectors
- 4.2.3 Rubber/metal connectors
- 4.2.4 Track-laying chassis
- 4.2.5 Teeth and cutting strips
- 4.2.6 Round shaft chisels and similar tools
- 4.2.7 Hydraulic hoses
- 4.2.8 Tubes and hoses for concrete pumps, mortar pumps and pneumatic conveyors

- 4.2.9 Ropes, reels, chains, etc
- 4.2.10 Linings for crushers, mills, etc.
- 4.2.11 Screen decks
- 4.2.12 Vulcanization equipment and materials
- 4.2.13 Brushes, technica
- 4.2.14 Drivers' cabs
- 4.2.15 Driver seats
- 4.2.16 Heaters, coolers, etc.
- 4.2.17 Special tires
- 4.2.18 Tire chains and anti-skid chains
- 4.2.19 Brake and clutch linings
- 4.2.20 Filters for motors/engines
- 4.2.21 Gaskets
- 4.2.22 Central lubrication systems, lubricants
- 4.2.23 Noise-protection systems
- 4.2.24 Coolers
- 4.2.25 Protective ventilation and air-conditioning systems
- 4.2.26 Remote radio controls
- 4.2.27 Fire extinguisher systems
- 4.2.28 Explosion protection equipments
- 4.2.29 Engine exhaust gas purifiers
- 4.2.30 Equipment and accessories, other
- 4.2.31 Steel Material

#### 4.3 Services

- 4.3.1 Trade publishers, trade literature, films and photographic documentation
- 4.3.2 Professional associations / organizations
- 4.3.3 Equipment rental companies
- 4.3.4 Financing / leasing / insurance companies
- 4.3.5 EDP hardware and software for fleet management
- 4.3.6 Consulting / engineering
- 4.3.7 Research and advice
- 4.3.8 Public agencies, business and professional associations, other organizations

#### 4.4 Test, measurement & process control engineering

- 4.4.1 Measuring, steering, controlling (software, sensor technology, recording, documentation and evaluation)
- 4.4.2 Testing facilities
- 4.4.3 Automation

#### 4.5 Communication and navigation

- 4.5.1 Remote control technique and data transmission
- 4.5.2 Goods technology and operation, monitoring, documentation and evaluation
- 4.5.3 Telephones, radio systems, intercom systems and signal systems
- 4.5.4 Navigation equipment

#### 4.6 Job safety

- 4.6.1 Respiratory Equipment
- 4.6.2 Rescue equipment
- 4.6.3 Testing equipment
- 4.6.4 Clothing
- 4.6.5 Dedusting

If you are a dealer please list the Trademarks you will be exhibiting at bc India 2013

## Title of the fair:

**bC India 2013 - A BAUMA CONEXPO SHOW**

International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles

## Venue:

MMRDA, Bandra Kurla Complex, Mumbai, India

## Duration:

Tuesday, 5 to Friday, 8 February 2013

**Organizer Contact:** For Exhibitors from India

## bC India 2013 – A BAUMA CONEXPO SHOW Exhibition Management

Lalani Aura, 5th Floor, 34th Road,

Khar (West), Mumbai – 400 052 India.

Tel:+91 22 4255 4700 Fax:+ 91 22 4255 4719

Email: info@bcindia.co.in

Website: www.bcindia.com

## Terms of Participation

**All prices indicated below are net and are subject to Indian Taxes. No value-added tax is required. (As of October 2011)**

### 1. Application

All potential exhibitors having their principal place of business within India and wishing to take part in the event must express their wish to do so by fully completing and signing – with a legally binding signature - the "Application" form and submitting it to bC Expo India Pvt. Ltd. at the earliest opportunity or at the latest by the priority deadline.

#### Priority deadline for applications is 15 March 2012

All potential exhibitors having their principal place of business within Europe, Asia, Australia or Africa and wishing to take part in the event must express their wish to do so by fully completing and signing – with a legally binding signature - the "Application" form and submitting it to Messe München GmbH (MMG) having its office at Messegelände 81823 München, Germany, at the earliest opportunity or at the latest by the priority deadline.

Messe München GmbH (MMG) is entitled and authorized by bC Expo India Pvt. Ltd. (bC Expo India) to act and invoice on behalf of bC Expo India.

#### Priority deadline for applications is 15 March 2012

All potential exhibitors having their principal place of business within North and South America and wishing to take part in the event must express their wish to do so by fully completing and signing – with a legally binding signature - the "Application" form and submitting it to AEM - Association of Equipment Manufacturers having its office at 6737 W. Washington Street, Suite 2400 Milwaukee, WI 53214-5647 at the earliest opportunity or at the latest by the priority deadline.

AEM - Association of Equipment Manufacturers is entitled and authorized by bC Expo India Pvt. Ltd. (bC Expo India) to act and invoice on behalf of bC Expo India.

#### Priority deadline for applications is 15 March 2012

With the application, exhibitors express to the respective contracting partner their serious interest in taking part in the event as exhibitors. All exhibits must be described precisely on the application form. Co-exhibitors must be named on the application form for co-exhibitors. The same particulars must be specified as for the exhibitor. Incomplete applications cannot be considered.

### 2. Permitted exhibits and exhibitors

Co-exhibitors shall not be admitted, nor additional organizations represented, unless expressly specified in the notice of admission.

General importers and authorized specialist dealers may only exhibit machines and plants whose manufacturers are not represented at bC India 2013- A BAUMA CONEXPO SHOW. All exhibits must correspond to the relevant range of exhibits for this trade fair and be designated by name and category on the application form. Articles other than those permitted and registered, as well as used, hired or leased machinery, may not be exhibited. bC Expo India has the final decision and has the right to remove any other exhibits at the exhibitor's risk and expense.

An exception is made in the case of objects which are not part of the exhibitor's range of goods, but which are required for their display (e.g. for demonstration purposes). bC Expo India may exclude specific exhibition objects from the admission and link the admission with conditions. The Terms of Participation as well as the Technical Guidelines are accepted as legally binding with submission of application documents.

### 3. Co-exhibitors and additionally represented companies (see also Clauses 1, 2)

Permission for co-exhibitors must be requested in writing. The registration fee is INR 4,000.00 exclusive of applicable taxes for each co-exhibitor admitted. A co-exhibitor is one who presents his own goods or services, using his own staff, at the stand of another exhibitor (the main exhibitor). This definition includes group companies and subsidiaries. Agents and representatives are not admitted as co-exhibitors.

The definition of an additionally represented company is as follows: In the case of an exhibitor who is also a manufacturer, an additionally represented company is any other company whose goods or services are offered by the exhibitor. If an exhibitor who is a distributor wants to display not only the products of one manufacturer but also goods and services of other companies, then these count as additionally represented companies.

Additionally represented companies are not allowed on the stand.

Admission of the exhibitor does not mean that a contract exists between bC Expo India and the co-exhibitors or other companies he represents. Co-exhibitors are admitted against payment.

The exhibitor must make this payment. The amount can also be invoiced subsequently by bC Expo India Pvt. Ltd.

The exhibitor is responsible for ensuring that his co-exhibitors and other companies he represents comply with the Terms of Participation, the Technical Guidelines as well as the instructions of the Trade Fair Management. The exhibitor is liable for the debts and negligence of his co-exhibitors as if they were his own. If co-exhibitors make direct use of bC Expo India Pvt. Ltd. services, bC Expo India Pvt. Ltd. is entitled to invoice the exhibitor for these services. He is jointly and severally liable. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in whole to third parties, without bC Expo India Pvt. Ltd.'s prior written consent.

### 4. Participation fees, lien

The net participation fees exclusive of applicable taxes per sqm of floor space

#### a) In the halls (minimum stand size 9 sqm)

Raw space (9 – 50 sqm) INR 7,790.00/sqm

Raw space (51 – 100 sqm) INR 7,390.00/sqm

Raw space (101 sqm and more) INR 6,790.00/sqm

#### b) On the Outdoor Area (minimum stand size 50 sqm)

Raw space (50 – 250 sqm) INR 3,890.00/sqm

Raw space (251 – 800 sqm) INR 3,490.00/sqm

Raw space (801 – 1200 sqm) INR 3,090.00/sqm

Raw space (1201 sqm and more) INR 2,790.00/sqm

#### c) Security Deposit

There will be a security deposit applicable which amounts to 10% of the booth rental fee or maximum INR 100,000. Further details about payment will be made available in the exhibitor manual at a later stage.

d) The participation fee covers both the rental cost of the stand space as well as the comprehensive range of services provided by bC Expo India, including above all stand planning advice, stand design advice with particular regard to local technical specifics and requirements requiring compliance, stand set-up and dismantling advice, planning PR work, visitor marketing and visitor promotion for the given trade fair, preparation and execution of fair-specific opening events, press conferences insofar as bC Expo India organizes same, preparation and execution of forums and special shows insofar as they are organized by bC Expo India or third parties by order of bC Expo India, the mandatory entry in the catalogue and web-based index of exhibitors (see 17 "Catalogue – Internet"), supply of exhibitor badge entitlement as set out under clause 18 "Workers' and exhibitors' passes", supply of advertising materials, lighting and air-conditioning of the exhibition premises, provision of basic security services for event venue, regular cleaning of areas

frequented by participants and visitors and traffic guidance assistance for the journey to the event venue and within the grounds of the event venue.

The applicant shall be invoiced for 40% of the projected participation fee shortly after his application. This first payment will be refunded if the applicant is not admitted to the trade fair, but will be forfeited if the applicant withdraws unilaterally and completely from the undertaking. The exhibitor shall receive an invoice for the remainder of the participation fee after stand assignment.

Payment of the invoices is due immediately unless other payment deadlines are stated in the invoices. Payment of the participation fee as well as payment for admitting co-exhibitors is a prerequisite for occupation of the exhibition area.

If exhibitors have ordered bC Expo India services, bC Expo India is entitled to withhold such services, including the supply of electricity, water, compressed air, etc., until the exhibitor has fulfilled his financial obligations to bC Expo India. This applies in particular to obligations arising from previous events. bC Expo India reserves the right to enforce the lessor's lien, as permitted by law, in order to secure its claims arising from the rental. The exhibitor must inform bC Expo India at any time about the ownership of articles, which are exhibited or to be exhibited. If an exhibitor does not meet his financial obligations, bC Expo India can detain the exhibits and stand fittings and, at the exhibitor's expense, sell them at public auction or privately. The legal provisions on the realization of the pledge are – as far as permitted by law – excluded. bC Expo India does not accept liability for damage to exhibits and stand fittings detained under this clause, unless bC Expo India is guilty of intent or gross negligence.

Upon special application by the exhibitor, the participation fee and/or the payment for the admittance of co-exhibitors can be invoiced to a third party. As prerequisites, the third party must declare acceptance of the obligation or promise to pay the amount owed to bC Expo India, and bC Expo India must declare its agreement with such.

Should the exhibitor wish to have an invoice rewritten because the name, legal form or address of the recipient of the invoice has changed, the exhibitor is obliged to pay bC Expo India a sum amounting to INR 2,000.00 plus Tax for each change of invoice unless the details in respect of name, legal form or address of the recipient of the invoice were incorrect on the original invoice and bC Expo India was responsible for the incorrect details. The exhibitors should be ultimately responsible for failure of third party.

### 5. Terms of payment (see also Clause 4)

The deadlines for payment given in the invoices must be observed. Prior payment in full of the amount invoiced is a condition for access to the exhibition area, an entry in the catalogue, and provision of workers' and exhibitors' passes. The applicant or exhibitor will receive invoices for all additional charges (e.g. technical services, advertising material) with the confirmation of the order; they are to be paid immediately on receipt. All invoiced amounts in all bC Expo India invoices, which are connected with the event, are to be paid in INR, without deductions and free of all charges (e.g. bank charges occurring when transferring via bank account have to be paid by the applicant), by credit transfer to the account specified in the invoices, mentioning the exhibitor's company name and invoice number.

### 6. Rental contract

The application of the exhibitor represents the contractual offer. The admission or rejection will be confirmed to the exhibitor in writing in due time. Admission cannot be transferred. The rental contract comes into force when bC Expo India has notified the exhibitor in writing that he is admitted. This generally occurs when layout planning has been completed.

According to this contract, bC Expo India is authorized to assign a stand area to an exhibitor, which might deviate from the information in the application unless these deviations are unacceptable for the exhibitor. A deviation is considered acceptable if bC Expo India does not receive the exhibitor's rejection of the assignment of the stand area within one week.

If an exhibitor rejects a stand area before the above mentioned deadline and the assigned stand area is unacceptable for the exhibitor, the exhibitor can demand that bC Expo India assign him an acceptable stand area. If bC Expo India does not comply with the demand within an appropriate time period, the exhibitor can withdraw from the contract. The exhibitor does not have any further rights.

The allocation of the other stands, in particular of neighboring stands, can change by the time the trade fair opens. bC Expo India is also entitled to relocate or close entrances to and exits from the trade fair grounds and halls, and to make other structural alterations.

Exhibitors cannot make claims against bC Expo India because of such changes. bC Expo India may also subsequently, i.e. after the rental contract and the stand assignment have come into force, change space allocations, and in particular change the location, type, dimensions and size of the exhibition area rented by the exhibitor, insofar as this is necessary for reasons of safety or public order, or because the trade fair is oversubscribed and further exhibitors must be admitted or because changes in assignments of exhibition space ensure that the facilities and space required for the trade fair are used more efficiently. However, such subsequent changes may not exceed the scope which the exhibitor can reasonably be expected to accept. Should such subsequent changes result in a lower participation fee, the difference in amount will be refunded to the exhibitor. Further claims against bC Expo India are excluded. In case the allocated space to the exhibitor deviates from the applied space, the invoiced amount will correspond to the allocated space and not the price per sqm which was applied for. If exhibitors cannot use their stand space or are impaired in the use of their stand because they have infringed legal or official regulations or the Terms of Participation or the Technical Guidelines, they are nevertheless obliged to pay the participation fee in full and to pay bC Expo India compensation for all damage caused by themselves, their legal representatives or employees; exhibitors are not entitled to cancel or terminate the contract unless the law specifically entitles them to do so.

The exhibitor's reservations, conditions, and particular wishes (e.g. regarding location, exclusion of competitors, stand construction or design) will be taken into account only if expressly confirmed in the notice of admission. Space will be allocated according to bC Expo India's requirements and the prevailing conditions, and in accordance with the classification system for the trade fair as applied by bC Expo India at its own discretion, and not according to the order in which applications are received.

Exhibitors do not have a legal claim to admission unless such a claim exists by law. Exhibitors who have not fulfilled their financial obligations to bC Expo India, e.g., in respect of previous events, or have infringed the regulations governing the use of the event grounds, or the terms of participation, may be excluded from admission. bC Expo India is entitled to withdraw from the contract or to terminate the contractual relationship without notice if admission was based on incorrect or incomplete statements or contrary to warranty by the exhibitor, or if, at a later date, the exhibitor no longer fulfills the conditions for admission.

### 7. Cancellation of contract

If the location, type, dimensions or size of the exhibition area rented by the exhibitor are subsequently changed so much that the exhibitor can no longer be reasonably expected to accept the exhibition area, the exhibitor is entitled to withdraw from the rental contract within one week of receiving written notification by bC Expo India. Otherwise, apart from the statutory rights to withdraw from the contract, the exhibitor has no right to withdraw from this contract. If the exhibitor states that he is withdrawing from the contract, this means – regardless whether he has the right to withdraw from the contract or not – that he is renouncing once and for all his intention to take part in the trade fair. If the exhibitor states that he is withdrawing from the contract and thus renounces once and for all his intention to take part in the trade fair, bC Expo India is entitled to re-let the stand area or use it itself without being obliged to do so, even if the exhibitor has no right to withdraw from the contract. If the exhibitor has stated that he is withdrawing from the contract, although he has no right to do so, the exhibitor is obliged to pay the participation fee. However, bC Expo India must allow as a credit the value of the expenses saved and the advantages it has gained by re-letting or otherwise using the exhibition area; the exhibitor shall not have any further rights due to the fact that the exhibition space is rented to others or used in another way.

In addition, the exhibitor must pay 40% of the agreed participation fee as flat-rate compensation for expenses incurred by bC Expo India because the exhibitor has withdrawn from the contract and cancelled his participation in the trade fair without being entitled to do so. bC Expo India's right to claim further damages remains unaffected.

The exhibitor can demand that the flat-rate compensation be reduced if he proves that bC Expo India has sustained less damage. bC Expo India is entitled to withdraw from the contract if the exhibitor fails to meet his financial obligations to bC Expo India on time, bC Expo India has extended the deadline by 5 days and this deadline for payment has not been met. This applies especially if the exhibitor is in default of payments for the down payment of 40% for the projected participation fee. bC Expo India is also entitled to withdraw from the contract if the exhibitor neglects his duty arising from this contract to respect bC Expo India's rights, objects of legal protection and interests and bC Expo India can no longer reasonably be expected to adhere to the contract. In the aforementioned cases bC Expo India is entitled not only to withdraw from the contract but also to demand from the exhibitor the agreed participation fee as flat-rate compensation. bC Expo India's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that bC Expo India has sustained less damage.

### 8. Force majeure, cancellation of the event

If bC Expo India is compelled, as a result of force majeure or other circumstances beyond its control (e.g. failure of the power supply), to vacate one or more exhibition areas, temporarily or for longer periods, or to postpone or curtail the trade fair, the exhibitors do not thereby acquire the right to withdraw or cancel, nor do they have any other claims against bC Expo India, in particular claims for damages.

If bC Expo India cancels the event because it cannot hold the event as a result of force majeure or other circumstances beyond its control, or because it has become unreasonable for bC Expo India to hold the event, bC Expo India is not liable for damages and disadvantages to exhibitors arising from the cancellation of the event.

#### 9. Dates of setting up and dismantling / Assembly, staffing and dismantling of stand

The exact dates for set up and dismantling will be published at a later stage.

The dates for assembly and dismantling must be observed. Stands not occupied by the last day of assembly may be disposed of as bC Expo India sees fit.

Exhibitors admitted to the fair undertake to participate in the event. The stand must be properly equipped and staffed by qualified personnel throughout the trade fair during the prescribed opening hours. Particular attention should be paid to ensuring that the stand is already fully staffed when the trade fair opens. Exhibitors are not permitted to remove trade fair goods or dismantle their stands before the trade fair closes.

If they break this rule, bC Expo India is entitled to demand a penalty of INR 50,000.00.

bC Expo India is entitled to exclude from future trade fair any exhibitor whose stand is staffed by insufficiently qualified personnel during the trade fair's opening hours, who exhibits an incomplete range of goods or goods not admitted to the trade fair, who vacates or clears his stand before the end of the trade fair, or who otherwise infringes the Terms of Participation, without prejudice to bC Expo India's right to cancel the contract in accordance with Clause 7 or to a claim for all costs thereby incurred by bC Expo India.

#### 10. Stand design and equipment

##### a) In the halls

Height:

The maximum booth construction depends on the allocation of the booth within the hall. A specification will be made available at a later stage to all exhibitors.

Further technical details will be made available in the technical guidelines at a later stage.

##### b) Outdoor Area

Height:

The maximum booth construction height is 8,00 m. Construction of partially higher parts is subject to approval of the trade fair management operation department and the project team for bC Expo India 2013 and depends on stand position and design and will only be granted in exceptional cases.

A more detailed specification will be made available at a later stage to all exhibitors. Further technical details will be made available in the technical guidelines at a later stage.

All structures to be set-up in the outdoor area require the prior consent of bC Expo India and get permission from a governmental approved top level certified structural engineer.

Multi-storey stand construction is permitted in the outdoor area with the approval of a governmental approved top level certified structural engineer, who is employed by the exhibitor or recommended by the trade fair management operation department.

#### 11. Safety Measures

During set-up and dismantling period in the exhibition area (hall and outdoor) wearing of a safety helmet is compulsory. It is necessary to wear safety helmets and safety belts and to carry out other safety measures against injuries that might be caused by falling objects in overhead work (height all of 2m). The entrance to the exhibition venue will not be permitted without safety helmets during set-up and dismantling days.

#### 12. Technical installations and other regulations

Applications for electrical installation, water, drainage, and telecommunication connections can be considered only if submitted in due time on the order forms available from bC Expo India. The precise terms of delivery and the connection fees are stated on these forms.

All building structures on the trade fair grounds shall be executed in accordance with the legal requirements for construction materials. Revolving tower cranes, etc. must be secured according to regulations. Suspending advertising media or other loads from cranes is prohibited for safety reasons.

#### 13. Restoration of the exhibition areas

All exhibition areas must be handed over to the trade fair management operation department in their original condition by the stipulated date for completion of dismantling. At the end of the exhibition, exhibitors must remove from the site all the materials especially the double-sided carpet tape used from their stands by the respective timings stated in the "Operations Schedule". bC Expo India is entitled to charge the exhibitor concerned for the removal of excessive waste (stand construction debris, crates/pallets, cartons, packing materials or literature) by a contracting firm at the exhibitor's cost. The paid security deposit will be forfeited by bC Expo India until the exhibitor has paid the respective charges.

#### 14. Use of equipment

On the fair ground only cranes, fork-lift trucks and working platforms may be used that have been provided by the bC Expo India Pvt. Ltd. service partners responsible. In special cases, the consent of the trade fair management operation department is required.

#### 15. Transport of track-laying vehicles

Only track-laying vehicles with smooth track plates, that are also approved for public roadways, may be driven on the roads of the trade fair grounds. The transport of track-laying vehicles into the exhibition halls is permitted only with the approval of the trade fair management and as per Indian laws. The exhibitor is fully responsible for any damage to road surfaces and hall floors.

#### 16. Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. Exhibited goods must not be delivered to purchasers until after the trade fair closes. Sales are permitted only to wholesalers, retail or trade customers.

#### 17. Catalogue, Internet, Visitor Information

An official trade-fair catalogue, an internet database and visitor information will be compiled for the trade fair. All exhibitors (including co-exhibitors and companies at joint stands) are included, with the name indicated in the application, in the alphabetical list of exhibitors in these media. The minimum entry contains the exhibitor's company name, hall and stand number and webpage in the alphabetical list of exhibitors. Exhibitors (including co-exhibitors and companies at joint stands) will be offered other entries, e.g. in the Product Index, and other forms of presentation in these media on a separate order form. The forms will be sent to applicants in good time. bC Expo India assumes no responsibility for the correctness and completeness of the catalogue, internet database and visitor information.

The exhibitor is solely responsible for the permissibility under law – and particularly the law on competition – of any advertisement placed in the trade fair catalogue, the internet database or the visitor information of bC Expo India at the instigation of the advertiser. Should third parties assert claims against bC Expo India on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold bC Expo India fully safeguarded against all claims asserted including all costs of any necessary defense in court on the part of bC Expo India. The same applies to exhibitor entries actuated by exhibitors in the trade fair catalogue, the Internet database or the visitor information of bC Expo India.

#### 18. Exhibitors' and Workers' passes

Exhibitors' passes are issued only after payment of the participation fee, and the remuneration for the admission of any co-exhibitors. For the time in which the trade fair is held, each exhibitor receives the following number of exhibitors' passes free of charge:

Hall				Outdoor			
Registered	Passes	Registered	Passes	Registered	Passes	Registered	Passes
9 to 17	5	55 to 100	30	50 to 250	10	>1200	max 50
18 to 26	10	101 to 400	40	251 to 500	20		
27 to 54	20	> 400max	50	501 to 1200	40		

The number of exhibitors' passes is not increased for co-exhibitors. Additional exhibitors' passes are obtainable from the trade fair management and will be charged for. Exhibitors' passes are intended solely for stand personnel, and must not be passed on to unauthorized third parties, e.g. to persons or companies who wish to offer goods for sale or to render services at the trade fair centre without corresponding authorization from bC Expo India. All exhibitors' passes are numbered.

Workers' passes for setting up and dismantling of stands are available in the numbers required and will be charged for. They can be purchased on site at the registration area during setting-up. These passes are valid only during the time of setting up and dismantling and do not authorize the holder to enter the trade fair centre during the event. Workers' passes must not be passed on to unauthorized third parties, i.e. to any third party not in a relationship of permanent or temporary employment with the exhibitor.

#### 19. Circular letters

Once the stands have been allocated, exhibitors will be informed by circular of further details concerning preparation and organization of the trade fair.

#### 20. Alterations

bC Expo India reserves the right to make alterations and additions in matters affecting technical arrangements and safety.

#### 21. Complaints

Complaints about any defects in the stand or exhibition area are to be made in writing to bC Expo India immediately on occupying the exhibition area, and at the latest on the last day of stand assembly, so that bC Expo India can remedy such defects. Later complaints cannot be considered and cannot give rise to claims against bC Expo India.

#### 22. Liability and insurance

bC Expo India is liable for personal injury (damage arising from injury to life, body or health) caused by neglect of duty for which bC Expo India, its legal representatives or employees are responsible, as well as for other damage caused by intentional or grave breach of duty by bC Expo India, its legal representatives or employees. bC Expo India is also liable for any damage caused by grave breach of cardinal duties by bC Expo India, its legal representatives or employees. In these cases bC Expo India is liable only if the damage is typical damage and not consequential damage and up to INR 10,00,000.00 at the most per claim. This limitation of liability applies to every persons under Indian laws. In this case, it is immaterial whether such damage or loss occurs before, during or after the trade fair.

The same applies to vehicles left on the trade fair grounds by exhibitors, their employees or representatives. For his part, the exhibitor is liable for any culpable damage to persons or property caused by him, his employees, representatives and co-exhibitors and their exhibition articles or exhibition installations and equipment. Each exhibitor is obligated to take out suitable insurance with sufficient insurance coverage with an insurer and to pay the premiums incurred (including insurance tax) in good time.

#### 23. Photography, filming, video recording, and sketching

Only persons authorized by bC Expo India and in possession of a valid bC Expo India pass may film, photograph, or make sketches or video recordings in the exhibition halls and the outdoor exhibition area. Under no circumstances may photographic or other images or recordings be made of other exhibitors' stands. If this rule is infringed, bC Expo India can demand that the recorded material be surrendered and take legal steps to achieve this end. Photographs of stands which are to be taken outside normal opening hours and need special lighting require bC Expo India's prior consent. Such photographs require the main ring circuit to be switched on by the hall electrician. The exhibitor will be charged the costs incurred, insofar as they are not borne by the photographer.

bC Expo India is entitled to have photographs, drawings, films and video recordings made of events at the trade fair, of stands and exhibits, and to use them for advertising or general press publications.

#### 24. Catering, deliveries to stands

Only companies approved for the event grounds may supply exhibition stands with food, beverages and/or flowers. Deliveries to exhibition stands are only permitted with restrictions. bC Expo India is authorized to allow deliveries to stands only at certain times. Detailed information on the possibilities of catering at the booth will be given in the exhibitor manual at a later stage but in due time before the trade fair starts.

#### 25. Intellectual property rights

When participating in trade fairs organized by bC Expo India, the exhibitor warrants that its exhibits, packages and all related publicity materials found in the trade fair do not in any way whatsoever violate or infringe any third party's rights including trade marks, copyrights, designs, names and patents whether registered or otherwise. bC Expo India is entitled but not obliged to set up an Intellectual Property Complaint Office (IP Office) for each trade fair, whose purpose shall be to support exhibitors in cases of infringement of their IP rights by other exhibitors. The organizer has the right to refuse participation of any exhibitor found guilty of infringement of intellectual property rights at any future trade fairs.

#### 26. Verbal agreements

All verbal agreements, individual and special arrangements are valid only with bC Expo India's written confirmation.

#### 27. Regulations for use

Exhibitors must comply strictly with the building and use rules for the event grounds. Exhibitors are not permitted to spend the night in the halls or on the outdoor area. Exhibitors must take the other participants in the event into consideration, must not act contrary to public policy and must not misuse their participation in the event for ideological, political or other purposes which have nothing to do with the event.

#### 28. Period of limitation, period of exclusion

All the exhibitor's claims against bC Expo India arising from the stand rental, and all legal proceedings in connection therewith, lapse after a period of six months. This period of limitation starts at the end of the month in which the closing date of the fair falls. Notwithstanding the provisions set out in Clause 21, any complaints about invoices are to be made in writing within a period of exclusion amounting to 14 days following receipt of the invoice concerned.

#### 29. Place of performance, applicable law

Mumbai shall be the place of performance, also for all financial obligations. Only the law of the Republic of India shall apply. This applies even in case of termination or withdrawal of any contractual relationship.

#### 30. Jurisdiction, arbitration agreement

The following applies to exhibitors with their principal place of business within the Republic of India:

The parties irrevocably submit to the jurisdiction of the courts of Mumbai, India in case of any litigation or other legal action or proceeding or any dispute, controversy, claim or disagreement of any kind whatsoever between or among the parties in connection with or arising out of this Agreement or the breach, termination or invalidity thereof arising out of or relating to this Agreement (hereinafter referred to as a "Dispute") and the parties irrevocably agree that all such Dispute must be brought and/or defended in the courts of Mumbai, India. This applies even in case of termination or withdrawal of any contractual relationship.

The following applies to exhibitors with their principal place of business outside the Republic of India:

Any dispute, controversy, claim or disagreement of any kind whatsoever between or among the parties in connection with or arising out of this Agreement or the breach, termination or invalidity thereof (hereinafter referred to as a "Dispute") shall be referred to and finally settled by arbitration under the Arbitration and Conciliation Act, 1996. All arbitration proceedings shall be conducted in the English language. The arbitration shall be conducted by a panel of 3 (three) arbitrators consisting of 1 (one) arbitrator appointed by bC Expo India Private Limited, 1 (one) arbitrator appointed by Exhibitor and the third arbitrator appointed by the aforesaid two appointed arbitrators. The seat of the arbitration shall be at Mumbai. The award rendered by the Arbitrators shall be in writing and shall set out the reasons for his decision. The award shall allocate or apportion the costs of the arbitration as the arbitrators deem fair. The parties agree that the arbitration award shall be final and binding on the parties. This applies even in case of termination or withdrawal of any contractual relationship.

#### 31 Data protection

In compliance with data protection legislation, the person-related data of the exhibitor is processed and used for fulfilling the business purposes of bC Expo India as well as being forwarded to third parties in order to above all fulfill the purpose of the contract concerned.

#### 32 Severability Clause

Should the provisions set out in the Terms of Participation or Technical Guidelines be or become legally invalid or incomplete, the validity of the other provisions or the contract concerned remains unaffected. In such a case, the contracting parties undertake to replace the invalid provision and/or fill the gap with a provision with which the contracting parties are most likely to achieve the economic purpose they pursue in English.

#### 33 Authority

The exhibitor warrants that it has full power and capacity and authority to sign "Application" form.

#### 34. Legal compliance

The exhibitor warrants that it is in compliance with the Indian laws at the time of signing "Application" form and shall comply with Indian laws at all times while performing its activity while participating in an event. The exhibitor is not restricted by any judgement, injunction, order, decree or award from signing "Application" form and performing activities under this event.