


第 47 屆中國國際美博會
2017 年 9 月 3-5 日

- 主辦單位** : 廣東省美容美髮化妝品行業協會
廣州佳美展覽有限公司
- 地點** : 廣州市中國進出口商品交易會琶洲展館 B 區
廣州市海珠區閱江中路 380 號
- 「香港館」位置** : 琶洲展館 B 區 11.2 展廳
- 開放時間** : 9 月 3 至 4 日 上午 10:00 - 下午 4:30
9 月 5 日 上午 10:00 - 下午 3:00
- 45 屆成績 (2016 年 9 月)** : 入場人次 : 800 萬
共約 3,800 參展商 / 240 萬專業買家
- 展會網頁** : www.chinainternationalbeauty.com
- 形式** : 展覽
- 展品類別** : 化妝品、美容護膚品、美髮用品、美容美髮儀器、香薰及香水、香精及香料、美體內衣、中藥美容及形象設計等
- 參展類別** : **9 平方米標準展台：港幣 21,000 元正**
 - 包括基本設施如公司招牌、陳列設備、射燈、桌椅、地毯、整體佈置等。
 - 免費無線上網服務 (供應與否由貿發局最終決定)
 ❖ 由於場地面積所限，每位參展商最多只可申請 6 個標準展台
- 光地：HK\$2,000/平方米**
 - 免費無線上網服務 (供應與否由貿發局最終決定)
 ❖ 面積以 9 平方米為單位及不可少於 36 平方米
 ❖ 光地租金不包括電費、地毯及傢俬
 ❖ 光地搭建設計圖須交本局批核
- 產品展示：港幣 3,000 元正**
 - 0.5 米(長) x 0.5 米(闊) x 0.5 米(高)
 - 參展商公司資料可免費刊載於香港館場刊
 - 代收買家名片
 - 去程運費 (香港到廣州)
- 鑽石廣告組合：港幣 2,500 元正**
 - 包括半頁「香港館」場刊資料刊登及免費多媒體廣告
- 「香港館」場刊廣告(全頁)：港幣 1,000 元正**
- 截止申請日期** : 2017 年 5 月 26 日
- 申請資格** :
 - 參展商須為持有有效商業登記的香港公司，並在香港有實質業務運作
 - 標準台展及光地參展商可申請工業貿易署的「中小企市場推廣基金」，詳情請瀏覽 www.smefund.tid.gov.hk
- 聯絡人** : 何小姐 (Jeffy Ho)
 電話 : (852) 2584 4135 電郵: jeffy.ch.ho@hktdc.org
 鄭小姐 (Sharon Cheng)
 電話 : (852) 2584 4597 電郵: sharon.ps.cheng@hktdc.org

**China International Beauty Expo, Autumn 2017
3-5 September 2017**

- Fair Organisers:** Guangdong Beauty and Cosmetic Association
Guangzhou Jiamei Exhibition Ltd.
- Venue:** China Import and Export Fair – Pazhou Complex, Guangzhou
- HK Pavilion Location:** Hall 11.2
- Opening Hours:** 3-4 September 10:00am – 4:30pm
5 September 10:00am – 3:00pm
- Last-Year Fair Figures:** No. of entries: 8,000,000
Exhibitors: 3,800
Buyers : 2,400,000
- Official Website:** www.chinainternationalbeauty.com
- Format:** Exhibition
- Categories:** Cosmetics, Skin Care Products, Perfume, Aroma, Hair Care Products, Skin / Hair Care Care, Skin / Hair Care Equipment, Cosmetics Packaging, Body Shaping Lingerie and Clothing Accessories etc.
- Participation Fee:** **9sqm Standard Booth: HK\$ 21,000**
- Both types include basic facilities such as fascia, shelves/pegboard, cabinets, spotlights, table and chairs, etc.
 - Free WiFi (*subject to HKTDC's discretion*)
 - Due to limited space, each exhibitor could apply for 6 x 9sqm standard booths only.
- Raw Space: HK\$2,000/sqm**
- Free WiFi (*subject to HKTDC's discretion*)
 - Raw Space must be taken in multiples of 9m² with a minimum of 36m²
 - Participation fee of raw space excludes electricity fare, carpet and furniture.
 - Design layout plan must be submitted for the Council's approval.
- Showcase Display: HK\$3,000**
- 0.5m(W) X 0.5m(D) X 0.5m(H)
 - Free company listing in the HK Pavilion fair catalogues
 - On-site trade contacts collection
 - One-way shipment of display products from Hong Kong to Guangzhou
- Diamond Package: HK\$2,500**
- half page company listing in HK Pavilion Mission Catalogue
 - FREE 10 photos to be shown on a Plasma/LED display monitor at HKTDC counter at the fairground
- One-page Ad in HK Pavilion Mission Catalogue: HK\$1,000**
- Deadline:** 26 May 2017
- Participants:**
- Applicant must be a Hong Kong entity with valid Hong Kong business registration certificate and substantial operation in Hong Kong;
 - Successful applicants for this fair are eligible for applying the SME Export Marketing Fund sponsored by the HKSAR Government. For details please visit www.smefund.tid.gov.hk
- Contact:** Ms. Jeffy Ho
Tel: 2584 4135
Email: jeffy.ch.ho@hktdc.org
- Ms. Sharon Cheng
Tel.: 2584 4597
Email: sharon.ps.cheng@hktdc.org

China International Beauty Expo, Autumn, 2017

第 47 屆中國(廣州)國際美博會

3-5 September 2017



Important

- ◆ 除註明外，所有資料請以中文填寫。 All Information must be completed in **Chinese** unless otherwise stated.
- ◆ Entry for "Company Name in English" will appear on the fascia board at your booth 公司名稱將用作攤位之公司招牌
- ◆ 下列資料將用於印刷大會場刊。 The information listed below will be used in the Fair Catalogue.
- ◆ When submitting your application, please include a copy of your Business Registration 請附上商業登記副本及寄往以下地址
- ◆ Mail completed application to: 38/F Office Tower, Convention Plaza, 1 Harbour Road, Wan Chai, HK – Attn: Ms. Jeffy Ho

A. 公司資料 Company Information

- 1a. 公司名稱 _____
- 1b. Company Name _____
2. 公司登記地址 (中文) _____
- Registered Office Address (English) _____
- 通訊地址 (中文) _____
- Correspondence Address (English) _____
- 同上 Same as above
3. 電話 Tel No. _____ 4. 傳真 Fax No. _____
5. 電子郵件 Email _____
6. 網址 Web Site _____
7. 商業登記證號碼 Business Registration Certificate No.
8. 香港/境外 分公司名稱 Name of Holding/Subsidiary Companies in Hong Kong / Outside Hong Kong _____
9. 職員數目 No. of Office Worker 香港 In Hong Kong _____ 境外 Outside Hong Kong _____
10. 工人數目 No. of Factory Worker 香港 In Hong Kong _____ 境外 Outside Hong Kong _____

B. 國內三資企業 / 代表辦事處 Investment / Representative Office in Chinese mainland

1. 合資 Joint Venture 獨資 Wholly-Owned 合作 Co-Operation
2. 中文公司名稱 Company Name in Chinese _____
3. 中文地址 Address in Chinese _____
4. 郵編 Postal Code _____
5. 電話 Tel No. _____ 6. 傳真 Fax No. _____
7. 聯絡人 Contact Person _____ 8. 職位 Position Held _____

C. 業務性質 Nature of Business

1. 入口商 Importer 2. 出口商 Exporter 3. 轉口商 Re-Exporter
4. 生產商 Manufacturer
- 生產設施設於香港 Factory in Hong Kong 生產設施設於香港境外 Factory outside Hong Kong
- (請註明 Please Specified) _____
5. 其他 Others (請註明 Please Specified) _____

D. 過去兩年出口額 Export Sales Figures for the Past Two Years (約數 approx. are acceptable)

1. 2015 HK\$ 港幣 2. 2016 HK\$ 港幣

E. 是項活動之聯絡人資料 Information of Contact Person for this Promotion

- 1a. 中文姓名 _____ 先生/小姐/女士
1b. Name _____
(名稱 First Name) (姓氏 Last Name)
2. 職位 Position _____
3. 直線電話 Direct Tel No. _____
4. 電子郵件 Email _____
5. 直線傳真 Direct Fax No. _____

F. 公司簡介 Company Profile

包括創立年份、簡史、主要業務範圍及未來發展方向等有關資料等(約 100 字)
Year of establishment, brief history, main business, and future development, etc. (about 100 words)

G. 出席是項活動之公司代表名稱 Name of Delegate(s)

1. 姓名 _____ 先生/小姐/女士
Mr./Miss/Mrs. _____
(名稱 First Name) (姓氏 Last Name)
職位 Position Held _____
所持旅遊證件種類 Type of Travel Document Held _____
2. 姓名 _____ 先生/小姐/女士
Mr./Miss/Mrs. _____
(名稱 First Name) (姓氏 Last Name)
職位 Position Held _____
所持旅遊證件種類 Type of Travel Document Held _____

H. 參加是項活動的主要目的 Objective(s) of Joining this Promotion

1. 增加銷售額 Increase of Sales
2. 獲取市場經驗 Gain Market Exposure
3. 市場考察 Conduct Market Study
4. 委任代理商 / 分銷商 Appointment of Agent/Distributor
5. 建立新的業務聯繫 Establish New Contacts
6. 推出新產品 Launch New Products
7. 推廣公司形象 Promote Company Image
8. 測試產品的市場潛力 Test Market Potential
9. 其他 Others (請註明 Please Specified)

I. 產品類別 Product Category

- 化妝品、浴室用品及個人護理用品
Cosmetics, Toiletries & Personal Care Products
- 化妝品 Cosmetics
 - 美容護膚品 Skin Care Products
 - 香水 Perfume
 - 香薰 Aroma
 - 美髮品 Hair Care Products
 - 美容美髮用品 Skin / Hair Care Accessories
 - 美容美髮儀器 Skin / Hair Care Equipment
 - 化妝品包裝 Cosmetics Packaging
 - 其他 Others (請註明 Please specify)
- 成衣 Garments
- 美體內衣 Body Shaping Lingerie
 - 服裝飾品及配件 Clothing Accessories
(請註明 Please specify) _____
 - 其他 Others (請註明 Please specify)
- 其他 Others (請註明 Please specify)

品牌名稱 Brandname(s) _____

展品詳情 Details of Exhibits _____

J. 有關產品的現有市場及比重 Existing Markets of the Products to be Promoted

國家 / 地區 Country / Region	佔總銷售額百分率 % of Total Sales	國家 / 地區 Country / Region	佔總銷售額百分率 % of Total Sales
亞洲 Asia		歐洲 Europe	
1. <input type="checkbox"/> 中國內地 Chinese mainland	_____	13. <input type="checkbox"/> 德國 Germany	_____
2. <input type="checkbox"/> 香港 Hong Kong	_____	14. <input type="checkbox"/> 英國 U.K.	_____
3. <input type="checkbox"/> 日本 Japan	_____	15. <input type="checkbox"/> 荷蘭 Netherlands	_____
4. <input type="checkbox"/> 韓國 Korea	_____	16. <input type="checkbox"/> 法國 France	_____
5. <input type="checkbox"/> 中東 Middle East	_____	17. <input type="checkbox"/> 意大利 Italy	_____
6. <input type="checkbox"/> 東南亞 South East Asia	_____	18. <input type="checkbox"/> 西班牙 Spain	_____
7. <input type="checkbox"/> 台灣 Taiwan	_____	19. <input type="checkbox"/> 其他歐洲國家 Others	_____
8. <input type="checkbox"/> 其他亞洲國家 Other Asian Countries	_____	其他 Others	
美洲 Americas		20. <input type="checkbox"/> 非洲 Africa	_____
9. <input type="checkbox"/> 美國 U.S.A.	_____	21. <input type="checkbox"/> 大洋洲 Australasia	_____
10. <input type="checkbox"/> 墨西哥 Mexico	_____		_____
11. <input type="checkbox"/> 巴西 Brazil	_____		_____
12. <input type="checkbox"/> 其他美洲國家 Others	_____		_____

K. 參展費用 Participation Fee

Booth Size 攤位面積	No. of Booth(s) 攤位數量	Participation Fee /Booth 參展費(每攤位計)	Total Amount 合計
9 平方米		HK\$21,000	HK\$
Raw Space 光地	Size 光地面積	Participation Fee / sqm 參展費(每平方米計)	Total Amount 合計
不可少於 36 平方米		HK\$2,000	HK\$
Showcase Display 產品展示專櫃	No. of Showcase(s) 展櫃數量	Participation Fee /Showcase 參展費(每櫃位計)	Total Amount 合計
0.5 米(長) x 0.5 米(闊) x 0.5 米(高)		HK\$3,000	HK\$
Advertisement in HK Pavilion Mission Catalogue 香港館場刊廣告	No. of Page(s) 廣告頁數	Participation Fee /Page 參展費(每頁計)	Total Amount 合計
彩色全頁: 150 毫米(闊) x 210 毫米(高)		HK\$1,000	HK\$
Advertisement - Diamond Package 鑽石廣告組合		Participation Fee 參展費	Total Amount 合計
包括半頁「香港館」場刊公司資料刊登, 免費多媒體廣告(10 張產品照片於香港館主辦展位內電視屏巡迴播放)及代收買家名片。		HK\$2,500	HK\$
*由於場地面積有限, 每位參展商最多只可申請 6 個標準展位。 *為顧及「香港館」的形象及完整性, 「香港館」將不設特裝或光地。		Total 總計:	HK\$ _____
繳款日期 Due Date : 26 May 2017			

參展費(全費)應以支票支付, 支票抬頭請註明「香港貿易發展局」。Participation fee (in full payment) should be payable by cheque and addressed to "Hong Kong Trade Development Council". We certify that all of our promotional products had been qualified for importing to the Chinese mainland. We will submit all relevant and necessary documents / permits to HKTDC for record. 茲證明本公司於是次展覽會內推廣的產品全部符合內地進口法規及要求。本公司將會向香港貿易發展局提交所需進口文件/批文供參考。

We (Name of Company) _____

hereby apply to participate in the Exhibition. We understand that the Participation Fee is non-refundable and agree to be bound by the provisions of all documents forming part of the Application Form, including but not limited to, the attached Conditions of Participation.

We hereby declare that the information given in the application form is true and correct to the best of our knowledge. We consent to the Council's checking with Customs and Excise Department of our trade records. We understand that any false or misleading information given by us to the Council will lead to the rejection of our right to participate in the Exhibition.

We understand that above information will be included into the Council's databank and the Council can make use of our information for trade promotion purposes.

Company Stamp & Authorized Signature _____ Date 日期 _____

公司印章及負責人簽署

Full Name of Authorized Signature 負責人姓名 _____ Position Held 職位 _____

CONDITIONS OF PARTICIPATION

1. DEFINITIONS

In these Conditions of Participation and the Application Form, save as the context otherwise requires:

"Applicant" means the company named in Section A of the Application Form.

"Application" means the application by the Applicant to participate in the Hong Kong Pavilion at the Exhibition, made by submitting the Application Form together with all necessary payments to the Council.

"Application Form" means the application form to which these conditions are annexed.

"Booth" means a booth in the Hong Kong Pavilion at the Exhibition which the Council licenses the Participant to use for the duration of the Exhibition.

"Conditions" means these Conditions of Participation as amended by the Council from time to time.

"Council" means the Hong Kong Trade Development Council.

"Delegate(s)" means the individual(s) named in Section E of the Application Form who is/are nominated by the Participant to attend and represent it at the Exhibition.

"Executive Director" means the Executive Director appointed by the Council from time to time;

"Exhibition" means the fair or exhibition named in the Application Form.

"Hong Kong" means the Hong Kong Special Administrative Region of the People's Republic of China.

"Hong Kong Pavilion" means the pavilion organised by the Council to accommodate all participants, which will be built on a specified location assigned by the fair/exhibition organiser;

"Initial Deposit" means an amount equal to 40% of the Participation Fee expressed as item C of Section I of the Application Form and where applicable, the shipping deposit expressed as item E of Section I of the Application Form.

"Optional Participation Expenses" means the amount payable by each Participant for additional facilities and services such as shipment of samples, extra stand facilities and interpreters, provided by the Council at its request, which amount shall be determined by the Council.

"Participant" means the Applicant after its Application has been accepted by the Council.

"Participation Fee" means the amount payable by the Participant to the Council for the right to participate in the Hong Kong Pavilion at the Exhibition, as specified in Section I of the Application Form.

"Products" means the goods described in Section G of the Application Form and which the Council agrees to accept for exhibiting at the Booth during the Exhibition.

"Project Manager" means the project manager for the Hong Kong Pavilion at the Exhibition appointed by the Council.

"Publicity Material" means all and any promotional gifts, catalogues, pamphlets, advertising and publicity material whatsoever which the Participant wishes to display, distribute or use at or for the purpose of the Exhibition.

"Related Companies" in respect of the Applicant or Participant means its holding companies, subsidiaries and subsidiaries of its holding companies.

2. ACCEPTANCE

(a) The Applicant must be a Hong Kong entity with a valid Hong Kong business registration certificate with substantial operations in Hong Kong.

(b) The Executive Director, on behalf of the Council, may in his absolute discretion accept or reject the Application.

(c) The Applicant represents and warrants that none of its Related Companies, associates, or persons or companies that are effectively under its control has applied to participate in the Hong Kong Pavilion at the Exhibition. The Council has an absolute discretion to reject the Application or withdraw its acceptance of the Application if the Applicant shall have breached this warranty and representation.

3. PAYMENT

(a) Upon submission of its Application, the Applicant shall pay to the Council such amounts and in such manner as set out in Section I of the Application Form.

(b) If the Applicant has requested for additional facilities and services in accordance with Section I of the Application Form, it shall further pay to the Council upon submission of its written request for such services and facilities:

i. such amount as the Council considers appropriate as deposit for the Optional Participation Expenses if such request is made prior to the commencement of the Exhibition; and

ii. the full amount of the Optional Participation Expenses if such request is made on-the-spot during the Exhibition (see paragraph 3(e) below).

(c) If the Application is rejected, the Council will within 30 days of the date of notice of rejection refund to the Applicant all amounts received by it from the Applicant pursuant to paragraphs 3(a) and 3(b) above without interest.

(d) When the Application is accepted by the Council, the Applicant will become a Participant. If it subsequently wishes to withdraw its participation, it may do so by notice in writing to the Council whereupon the Participation Fee will be forfeited by the Council. All Optional Participation Expenses paid by the Participant for the optional and additional facilities and services will be refunded to the Participant within 30 days of the date of notice of withdrawal of its participation provided these expenses have not been incurred by or on behalf of the Participant.

(e) The Participant may request for additional facilities and services on-the-spot during the Exhibition but all fees in relation to such request must be paid in full by the Delegates before the additional facilities and services are provided by the Council or its contractor. All such requests must be made in writing to the Council directly.

(f) i. If the Participant requests the Council or its recommended travel agent (the "Agent") to reserve hotel accommodation for its Delegates, the Participant shall pay to the Council or the Agent such amount as the Council or the Agent may deem appropriate as deposit which shall be at least equal to the first night's accommodation charges at the hotel. The Council or the Agent will endeavour to reserve accommodation in its name for the Delegates and on reserving the accommodation, pay to the hotel the amount which it has received from the Participant.

ii. The Delegates shall settle with the hotel directly the balance in full of all charges incurred by them at the hotel when they check out from the hotel.

iii. The Participant shall indemnify the Council against all liabilities incurred by its Delegates in connection with the hotel and shall on demand pay to the Council immediately all amounts claimed by the hotel against the Council in respect thereof.

(g) i. In no case will action be taken by the Council until and unless the respective amounts payable pursuant to this paragraph 3 and Section I of the Application Form have been paid to the Council.

ii. If the Council requests any additional amount to be paid by the Applicant/Participant, no further action will be taken by the Council until and unless such additional amount has been paid to it.

(h) All payments by the Participant to the Council shall be made promptly without any deduction, set-off or counterclaim.

(i) All requests by the Participant for any additional facilities and services are

subject to the Council's ability to procure such facilities and services. The Council does not warrant or represent that it will be able to procure any such facilities or services. If the Council is unable to procure the requested facilities or services, it will as soon as practicable inform the Participant and will refund to the Participant any amount received by it in relation to such requested facilities or services.

(j) The Council accepts no liabilities and gives no warranties or representations in respect of the quality, standard, fitness for any purpose, timing of the provision or otherwise of any of the facilities or services provided by the Council at the Participant's request.

(k) The Council shall have discretion to deduct from the deposit paid for Optional Participation Expenses under paragraph 3(b) against any losses or expenses incurred by it by reason of the failure of the Participant to comply with the Conditions of supplying false or misleading information to the Council.

(l) The Participant shall reimburse the Council of all Optional Participation Expenses paid on its behalf. If, in the opinion of the Council, the deposit paid for Optional Participation Expenses under paragraph 3(b) is or will likely be insufficient to pay for all the actual expenses to be incurred by the Council, the Council may at any time request an additional amount to be paid by the Participant which, in the opinion of the Council, is sufficient to pay for such actual expenses. The Participant shall, within 5 days of receiving such request, pay the requested amount to the Council.

4. SETTLEMENT OF ACCOUNTS

(a) The Council will issue a statement of account to the Participant setting out the actual cost of the provision of any additional facilities and services, the amount of deposit paid for Optional Participation Expenses and the balance due to the Council (where the actual cost exceeds the deposit) or the amount of refund to the Participant (where the actual cost is less than the deposit).

(b) The Participant shall pay to the Council the amount due to the Council as shown on the statement of account within 14 days of its receipt. A surcharge of 2% per month will be imposed on any outstanding amounts after the due date for payment.

(c) The Council will refund the amount to be refunded to the Participant as shown on the statement of account on delivering the statement of account to the Participant.

(d) The Council reserves the right to offset any balance to be refunded to the Applicant/Participant against any outstanding liabilities due by the latter to the Council in relation to their participation in the Council's other activities.

(e) No interest will be payable by the Council in respect of any refund amounts to the Applicant/Participant.

5. BOOTH

(a) The Council will in its absolute discretion allocate 1 Booth to the Participant by way of a licence for the exhibition of its Products. The Participant shall have no claims whatsoever against the Council in respect of any loss or damage suffered by the Participant and/or its officers, representatives, agents and employees (including without limitation any loss or damage arising from any liability incurred to third party) howsoever caused by the location, construction or material of the Booth allocated to it unless such loss or damage involves death or personal injury resulting from the negligence of the Council.

(b) The Participant shall not assign its licence to occupy the Booth or part with the possession of or permit any third party to occupy the Booth or any part thereof regardless of the relationship between the third party and the Participant.

(c) In the interests of maintaining a high standard of presentation at the Exhibition and a favourable image of Hong Kong as a whole, the Project Manager may in his absolute discretion require the Participant to withdraw or alter in any way the presentation of any Products or Publicity Material.

(d) No alteration or addition to the Booth or its fittings may be made by or on behalf of the Participant without the prior permission of the Project Manager.

(e) The Participant must not obstruct or cause to be obstructed any entrances to or passage to or passage ways in the Exhibition.

6. PARTICIPATION IN THE EXHIBITION

(a) The Participant must be represented at the Exhibition by at least 1 Delegate.

(b) Any Delegate nominated to represent the Participant at the Exhibition must be a senior executive of the Participant.

(c) The Participant shall ensure that :-

i. at least one Delegate shall be in attendance at its Booth at all times when the Exhibition is open to visitors;

ii. each of its Delegates shall be fully conversant with the Products and shall be duly authorised to negotiate and conclude contracts for the sale of the Products;

iii. its Delegates shall comply with the Conditions and with all directions which the Project Manager may from time to time give in connection with any matter appertaining to the Exhibition.

(d) The Council reserves the right in its absolute discretion and without giving any reasons to require the Participant to replace any of its Delegates forthwith.

(e) The Participant shall use its best endeavours to uphold the reputation of the Council and to promote the success of the Hong Kong Pavilion at the Exhibition.

(f) The Participant shall abide by the regulations contained in the official application form submitted to the organisers of the Exhibition by the Council on behalf of the Participant. Such regulations are deemed to be an integral part of the Conditions.

7. PRODUCTS

(a) The Council shall have an absolute discretion to accept or reject any of the Participant's products for exhibiting in the Hong Kong Pavilion at the Exhibition.

(b) The Participant may only exhibit Products which are manufactured in Hong Kong or made by Hong Kong entities.

(c) The Participant warrants that the Products and the packaging thereof do not in any way whatsoever violate any third party rights including without limitation trade marks, copyrights, designs, names and patents whether registered or otherwise.

(d) The Participant undertakes not to display anything which is unlawful, in breach of any person's intellectual property, harmful, threatening, violent, offensive, defamatory, libellous, scandalous, seditious, vulgar, obscene, indecent, invasive of another's privacy, hateful, racially, ethnically or otherwise objectionable.

(e) The Participant warrants that the Products and the packaging thereof do not in any way whatsoever violate any applicable laws, rules and regulations of the importing countries.

(f) The Participant shall be solely responsible for and shall settle all expenses and liabilities incurred by it in relation to its participation in the Hong Kong Pavilion at the Exhibition including without limitation all shipping and transportation charges, customs duties, handling charges and other costs and expenses arising from the shipment or any other mode of transportation of the Products in connection with the Exhibition. If the Council pays any of such charges, duties, costs or expenses on

behalf of the Participant it shall be entitled to reimbursement from the Participant on demand and may offset any amount held by it on behalf of the Participant against such payment.

8. PUBLICITY

The Council will arrange for such publicity for the Exhibition as it shall in its absolute discretion deem fit. No Participant, Delegate or other officer, representative, agent or employee of the Participant shall give or cause to be given any interview, public announcement, press statement or any other publicity whatsoever in relation to the Hong Kong Pavilion at the Exhibition.

9. INFORMATION

(a) During the Exhibition the Delegate shall provide the Council with such information as to the business results of the Participant in the Exhibition as the Project Manager may from time to time request. Such information will not be divulged to third parties without the Participant's approval, save in relation to collective figures in respect of all or a majority of the persons or companies participating in the Exhibition.

(b) At the conclusion of the Exhibition the Delegates shall complete questionnaires on the activities performed and the business carried out by the Participant during the Exhibition for the information of and further action by the Council.

10. TERMINATION OF RIGHT TO PARTICIPATE

(a) Without prejudice to the Council's other rights and remedies, the Council has the right to terminate forthwith by notice the Participant's right to participate in the Hong Kong Pavilion at the Exhibition on or following the occurrence of any of the following events:-

i. if the Participant or any of its Delegates, officers, representatives, agents or employees commits a breach of any of the Conditions;

ii. if the Participant, being a body corporate, enters into liquidation whether compulsorily or voluntarily or compounds with its creditors or has a receiver appointed over all or any part of its assets or if the Participant, being a sole proprietorship or partnership, becomes or one of its members becomes bankrupt or insolvent or enters into any arrangements with its creditors;

iii. if the Executive Director in his absolute discretion decides that such right shall be terminated.

(b) The Participant's right to participate in the Hong Kong Pavilion at the Exhibition shall automatically terminate in the event that all its Delegates are refused entry visa or entry permit to the country or place where the Exhibition shall be held by any competent authorities.

(c) In the event that the Participant's right to participate in the Hong Kong Pavilion at the Exhibition is terminated, any expenses incurred by the Council for and on behalf of the Participant prior to such termination and all other expenses reasonably incurred by the Council as a consequence of such termination shall be paid on demand by the Participant to the Council.

11. CANCELLATION

The Council reserves the right to cancel the Hong Kong Pavilion at the Exhibition at any time without incurring any liability whatsoever to the Participant and its Delegates if circumstances outside the control of the Council (including but not limited to war, embargo, civil unrest, legal proceedings or government regulations) make it in the sole opinion of the Council (which opinion shall be conclusive) impossible, impractical or undesirable for the Council to participate in or hold the Exhibition.

12. EXCLUSION OF LIABILITY

(a) The Council shall not be liable for any loss, damage or personal injury howsoever suffered by or caused to the Participant or its Delegates, officers, representatives, agents, employees or any third party, or its Products or other property in the course of or in relation to the Exhibition, unless such loss, damage or personal injury shall be caused by any breach by the Council or its employees of the Conditions.

(b) The Council assumes no responsibilities for any introduction or transaction made between the Participant and any third party during or as a result of the Exhibition.

(c) The Participant shall be responsible for effecting all insurance coverage necessary in connection with its participation in the Hong Kong Pavilion at the Exhibition including but not limited to insurance in respect of the Products, its other property and its Delegates (including travel and medical insurance).

(d) The Participant undertakes to indemnify and at all times hereafter to keep indemnified the Council from and against all liabilities, actions, proceedings, claims, damages, costs and expenses whatsoever which it may suffer or incur by reason of or in relation to any act, omission or default by the Participant or its Delegates, officers, representatives, agents and employees in the course of or in relation to the Exhibition.

13. CONFIDENTIAL INFORMATION

The Participant shall not disclose or permit to be disclosed to any person or otherwise make use of or permit to be made use of any information relating to the business or affairs of the Council or other participants in the Exhibition which has been acquired by reason of the Participant's participation in Hong Kong Pavilion at the Exhibition.

14. WAIVER

No failure or delay by the Council in exercising or enforcing any right or power hereunder shall operate or be construed or operated as a waiver thereof. No waiver of any breach shall be construed as a waiver of any continuing or subsequent breach.

15. NOTICE

(a) Every notice or demand shall be in writing but may be given or made by post, cable, telex or fax.

(b) Every notice or demand to be given by the Council may be sent to the address of the Participant stated in its Application Form. Every notice to be given by the Participant to the Council shall be sent to the offices of the Council at 38th Floor, Office Tower, Convention Plaza, 1 Harbour Road, Hong Kong.

(c) Every notice or demand shall be deemed to have been received in the case of a telex, or fax, at the time of despatch, and in the case of a letter three days after the posting of the same by prepaid post.

16. GENERAL

(a) Nothing in the Application Form or the Conditions shall create or be deemed to create a partnership or the relationship of principal and agent or employer and employee between the Council and the Participant.

(b) The Application Form and the Conditions embody and set out the entire agreement and understanding of the parties and supersede all prior oral or written agreements, understandings or arrangements between the Council and the Applicant relating to the Exhibition.

17. GOVERNING LAW

The Application Form and the Conditions shall be governed by and construed in all respects in accordance with the laws of Hong Kong and all the parties agree to submit to the non-exclusive jurisdiction of the Hong Kong courts.