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Sayın Yetkili,

Odamız, **18 – 21 Mayıs 2016** tarihlerinde Bologna’da düzenlenecek olan “**EXPO-SANITA – 20. Uluslararası Sağlık Fuarı**”na ürünlerini sergilemek isteyen üretici Türk firmaların **standlı katılımlarını organize edecektir.**

Katılmak isteyen firmalar için stand bilgileri:

- m2 başına ücret 218,70 Euro (30 Eylül 2015 tarihine kadar geçerlidir) olup aşağıdaki maddeler de ücrete dahildir:
 - Standart ekipmanlar: stand duvarları, halı, 1 masa, 3 sandalye, 1 desk, 1 çöp sepeti, elektrik sistemi ve aydınlatma, firma isminin belirtildiği tabela.
 - Teknik hizmetler: Elektrik bağlantısı ve test edilmesi, 3 Kw güç kaynağı (maksimum), stand alanının temizliği, yangın söndürücüler.
 - Diğer hizmetler: Risk sigortası, RCT ve RCO, 1 araç geçişi, katılımcı giriş kartı, online ücretsiz davetiye, elektronik bilet, katalog.

Katılımı onaylanan firmaların ödeyecekleri **kayıt bedeli 585 Euro’dur.**

“EXPO-SANITA’ Fuarı” **İtalya’nın sağlık sektöründeki tek fuarı** ve Avrupa’nın bu sektörde gerçekleştirilen **en büyük 2. fuarıdır.** 30 yıl önce kurulmuş olan fuar, medikal sektörde faaliyet gösteren üreticileri, toptancıları ve distribütörleri bir araya getirmektedir.

2014 yılında gerçekleşen fuara farklı ülkelerden 713 üzerinde katılımcı katılmış; 29.215 profesyonel ziyaretçi tarafından ziyaret edilmiştir.

Fuarda mevcut alt sektörler şunlardır:

- **Hastane ürün ve teknolojileri**
- **Tıbbi yenilikler ve teknolojileri**
- **Diagnostik için ekipman ve ürünler**
- **Sağlık sektörü için bilişim ve tele medikal yazılımlar**
- **Diş sağlığı için ürün, teknoloji ve çözümler**
- **Hayvan sağlığı için ürün, teknoloji ve çözümler**
- **Kaliteli ve sağlıklı yaşam ürün ve hizmetleri**
- **Engelli, ortopedi ve rehabilitasyon alet ve gereçleri**
- **Yaşlılar için ürün ve hizmetler**

Fuar ve fuarda gerçekleştirilecek etkinlikler ile ilgili ayrıntılı bilgi almak için fuar web sitesini (<http://www.senaf.it/Expo-Sanita/107>) ziyaret edebilir, ilişikteki fuar broşürünü inceleyebilir ya da Odamız ile iletişime geçebilirsiniz.

Saygılarımızla,

Eren Alpar
Genel Sekreter / Segretario Generale

İzmir İtalyan Ticaret Odası
Camera di Commercio Italiana di Izmir

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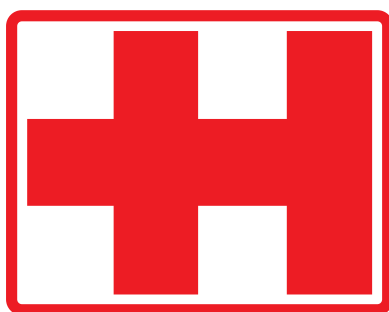
İzmir İtalyan Ticaret Odası 1 Haziran 1994 yılında kurulmuş 3 Haziran 1997 tarihinde 518/70 numaralı yasa gereğince

İtalyan Hükümeti tarafından tanınmıştır. UNI EN ISO 9001:2008 kalite yönetim sertifikasına sahiptir ve İtalyan Odalar Birliği üyesidir

La Camera di Commercio Italiana di Izmir e' fondata il 1 giugno 1994 ed e' riconosciuta dal Governo Italiano il 3 giugno 1997 con il Decreto Ministeriale ai sensi della legge n. 518/70. E' membro dell'Associazione delle Camere di Commercio Italiane all'Estero ed è in possesso della Certificazione UNI EN ISO 9001:2008 relativa al proprio Sistema Qualita'.



Hospital • Third Age • Disability • Prevention • Emergency • Rehabilitation



EXPOSANITA'

20th International Health Care Exhibition

18|19|20 May 2016

All exhibiting areas

21 May 2016

Opened only for Horus, 3DPrint Hub, Emergency

Bologna | **Italy** | Exhibition Center

96%
of visitors are
satisfied with
Exposanità

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In collaboration with



exposanita@senaf.it

www.exposanita.it

Project and management



Gruppo **tecniche nuove**



Exposanità: the figures



Exposanità is Italy's unique exhibition dedicated to health care and assistance, the second largest in Europe in terms of number of exhibitors, visitors and product range:

- **29,215 visitors**, **2,813** of which coming from **abroad**
- **713 exhibiting companies** with over **2,000** showcased **products**
- **235 conferences and workshops** and **600 hours** of training
- **200 B2B meetings** with **international buyers** coming from Brazil, Russia, India, South Africa, Turkey, Israel, Kuwait.

Main themes 2016

Operating rooms and sterilization centers

Exposanità 2016 will host a **latest generation operating room for cardiac surgery** and **neurology** with adjoining **sterilization center**. An area dedicated to training will host **demonstrations and workshops** on its proper management and maintenance.

Third age

This area will host a panel of **conferences and workshops** dedicated to all those involved in the **care pathway** for the geriatric patient. Professionals will also appreciate an overview of **best practices** in terms of management and organization of services for the elderly and a repertoire of market offerings.

Laboratory

Hospital laboratories and private laboratories, single laboratory and hub and spoke system. These are just some of the key issues of the meetings dedicated to the **first level diagnostics** and to professions related to **biomedical laboratory**.

Emergency

Emergency medicine must provide answers and prompt intervention to patients in emergency situations. Hence the need of **emergency departments** and **local structures of emergency** to acquire the most modern **equipment** and adopt an efficient and effective **organization** that puts them in synergy. This area will offer those working within emergency medicine an opportunity to update on **technology, solutions** and **expertise**.

Health care building

An exhibiting area and a **training session** devoted to the **hospital structure** in its most technical aspects. Experts will discuss about **lighting, paving** and **plants** both for the effects that these aspects have on the wellbeing of the patient and for the savings that they can ensure to the management of the structures themselves.

Prevention on the territory

Investing in **prevention to increase the well-being** of population and to reduce costs of health care and assistance. Exposanità 2016 will deal extensively on the promotion of health care with the **Prevention Square**, where visitors will have a **free screening** of the major **non-communicable diseases** and take part in scientific conferences, with a special focus on vascular disease.

Clinical Engineering

Exposanità 2016 will host a **cycle of seminars organized by AIIC, Clinical Engineering Italian Association**. Workshops will focus on the role of clinical engineers in the management of medical equipment and devices.

Disability

Job placement, accessible tourism, school integration, Paralympic sport. These are just some of the topics dealt within Horus, the exhibiting area focusing on disability, which will offer professionals and private visitors a 360 degree view of the theme.





Main exhibiting areas



HOSPITAL

Technology and products for hospital

A wide and articulated review of **products, equipment and technologies** related to **design, construction and management of health facilities and hospitals** and to the **care and hospitalization of patients**



SISTEM

Health care informatics and telemedicine

Information & Communication Technology (ICT) is one of the **keys to improve quality and sustainability of the Health Care Service**: an urge now more than ever, given the increasingly limited resources and the needs that, on the contrary, are more and more amplified and diversified. SISTEM will offer all those who manage or use ICT an overview of the more innovative **equipment and digital technology to support improvement and innovation in Health**.



HORUS

Handicap, Orthopaedics, Rehabilitation

The undisputed market leadership of the companies exhibiting at Exposanità, along with a full program of sports and cultural events, make HORUS a not to be missed opportunity for all the professionals in the sector - **therapists, doctors, orthopedic technicians, pharmacists, managers of orthopedic shops** - and an important meeting point for **the disabled and their families**. HORUS offers a complete overview of the best offered by the market in terms of **mobility aids, sport, active life, personal care, leisure and communication, orthopedics, sanitary items, physiotherapy and rehabilitation**.



THIRD AGE

Solutions, products and services for the third age

From **solutions for active life** to products for the assistance to the fourth and fifth age. On display **equipment and facilities** for the elderly as well as **products addressing fragility**.

Together with



DIAGNOSTICA 2000

Diagnostic equipment and products



ANALYSYS LABORATORY

Equipment and products for the laboratory



EMERGENCY

Products and equipment for emergency health



MIT

Medical Innovation & Technology



HEALTH QUALITY

Health system quality projects and best practices



ANIMAL HEALTH

Organizations, technologies, solutions for animal health



3DPrint Hub

Planning, design, production for 3D Printing





International activities



National pavilions

Exposanità cooperates with the major economic chambers, consulates and private bodies that support **international exchange** in order to organize national pavilions from all over the world. Exhibiting companies are granted **special economic conditions** to participate, discounted hotel rates and **B2B meetings with selected Italian buyers**. In the last editions we hosted national pavilions from: Austria, Holland, Germany, China and Taiwan.

Foreign delegations

In order to promote the internationalization of Italian SMEs, Exposanità usually welcomes **delegations of qualified buyers** willing to establish commercial relationships with Italian producers. In 2014 edition Exposanità was visited by national delegations from the most attractive foreign markets: **Brazil, Russia, India, Turkey, South Africa, Israel and Kuwait**. Delegates (distributors, wholesalers, importers, agents and general contractor of the health care sector) were involved in business-to-business meetings with exhibitors interested in exporting their products abroad.

In the last edition:

- **200** B2B meetings attended by over **70** exhibitors
- **52** buyers from Brazil, Russia, India, South Africa, Turkey, Israel, Kuwait
- **45** ongoing negotiations

Country presentations

Italian companies continuously ask for information about prospects and difficulties of accessing the new emerging countries' economies. This is why we offer our exhibitors a **training panel** designed to guide them between bonds and opportunities of the most promising markets.

In 2014, we have hosted a cycle of seminars on **Indian and South African health care markets**.

In collaboration with:

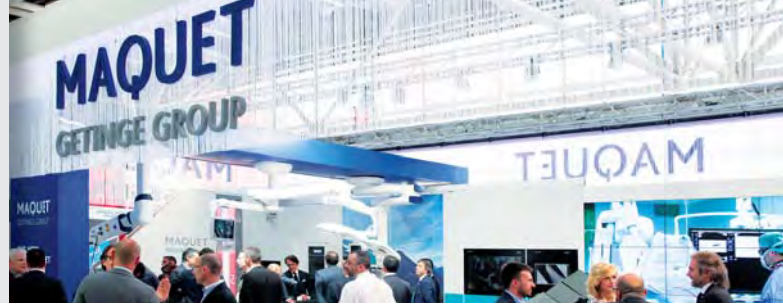


With the kind support of:





Exhibiting at Exposanità



Promotional rates valid until 30th September 2015

- Area with one open side € 169,00/sqm
- Corner area € 201,00/sqm
- Peninsular area (minimum 64 sqm) € 204,00/sqm
- Island area (minimum 128 sqm) € 195,00/sqm
- Registration fee € 585,00

Standard rates valid from 1st October 2015

- Area with one open side € 177,00/sqm
- Corner area € 207,00/sqm
- Peninsular area (minimum 64 sqm) € 212,00/sqm
- Island area (minimum 128 sqm) € 200,00/sqm
- Registration fee € 585,00

Only for foreign companies: basic set up is offered with a 50% discount

Are you going to exhibit at Exposanità for the first time?

- **Start formula:** reserved for first-time exhibitors. It includes a 8 sqm booth (4x2 m), basic set-up, lighting and electricity, daily cleaning, fire extinguisher € 2.850,00 + registration fee.

Ensure your visibility!
Use can broad range of services for a best presentation of your company in the run-up to and during the exhibition:

- **Catalogue:** Sold on the days of the exhibition and during the two years following the event. **Ad pages** starting from € 790,00
- **Guide map:** handed out to all visitors at the entrance to the exhibition. **Ad boxes** starting from € 350,00
- **Newsletters:** sent to over 60,000 professionals. Sponsorship starting from € 250,00

- **Exhibition Website:** Ad opportunities starting from € 200,00
- **Posters:** placed in strategic positions within the Exhibition Center. Starting from € 390,00

Social media marketing  

The social and economic impact of the topics discussed at Exposanità has a very active community of professionals using our social networks to exchange and share information and contents. **Sponsored posts on facebook and twitter: € 500,00.**

Media plan #Exposanita

Direct mailing
> **740,000** Free invitations sent to relevant professionals
> **15,000** Brochures sent to the companies of the sector

E-mail marketing
> **60,000** Professionals regularly reached via newsletters
> **76** Newsletters sent to promote Exposanità 2014

Social networks
> Over **500,000** views of posts and tweets

- > **5** TVs and radios
- Press release**
- > **50** Health care magazines
- > **92** Newspapers
- > **295** Websites and portals
- And also**
- > A communication campaign is carried out around hospitals and clinics and in the most important European health care events





Conferences and workshops



Since the establishment of the Italian National Health Service, Exposanità has always been for all health care professionals an opportunity to keep informed of the latest trends and insights.

235

Training meetings organized by over **108** Associations, Institutions and exhibiting companies

836

Speakers

10,196

participants

*Customer Satisfaction Analysis - Exposanità 2014

98*%

of participants are satisfied with the **covered topics**

97*%

of participants are satisfied with the **quality of the speakers**

35*%

of visitors chose to take part in the exhibition for their **professional updating**

We thank our supporting associations and organizations:

A.D.M. A.REHA

Italian Association for Technical Aids for Rehabilitation

A.I.FI. EMILIA ROMAGNA

Physiotherapists' Italian Association

A.N.T.A.B.

Biomedical Equipment Technicians' Italian Association

AIIC

Clinical Engineering Italian Association

AIIGM

Medical Gas Systems' Italian Association

AITASIT

Medical Radiation Technologists' Scientific Association

ANASTE

Third Age Hospital Association

ANMDO

Hospital Managers' Italian Association

ANOSS

Social Services Professionals' Association

ANSDIPP

Social Services Managers' Italian Association

ANTOI

Orthopedics Technicians' Italian Register

ASSOBIOMEDICA

Italian Association for Biomedical and Diagnostic Technology

CIP

Italian Paralympic Committee

Head Nurses National Association

IPASVI

Nurses' Italian Association

FIASO

Hospitals and Health Units' Italian Association

ISPO Italia

International Society for Prosthetics and Orthotics





Who visits Exposanità



29,215 visitors

96*

are satisfied with their participation in Exposanità

89*

would recommend Exposanità to a colleague

85*

will visit Exposanità 2016

76*

are decision makers

*Customer Satisfaction Analysis - Exposanità 2014

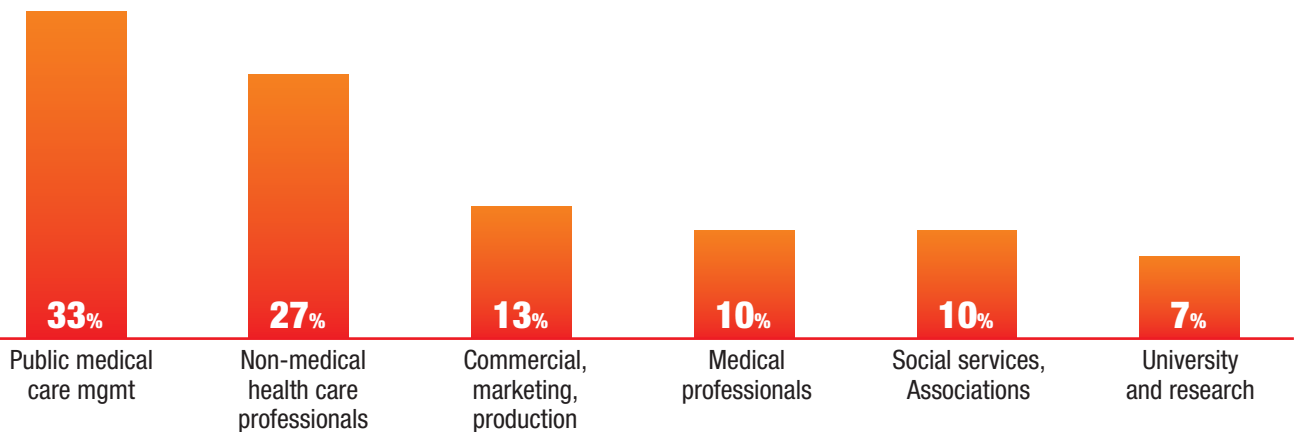
2,813 foreign visitors from all over the world



Special conditions for foreign visitors:

- Workshops to get to know the Italian health care market
- Free admission to the exhibition
- Free copy of the exhibition catalogue
- Free admission to the welcome lounge for their business meetings
- Discounted hotel rates

Visitors by work field



We thank our 2014 exhibitors:

A 4TECH • A CIRCLE • A.C.F. ITALIA • A.D.M. - A.REHA ASSOCIAZIONE IMPRESE DI AUSILI PER DISABILITÀ MOTORIE • A.I.C.A. ASSOCIAZIONE ITALIANA PER L'INFORMATICA ED IL CALCOLO AUTOMATICO • A.I.T.O. ASSOCIAZIONE ITALIANA TERAPISTI OCCUPAZIONALI • A.L.I.CE ASSOCIAZIONE LOTTA ICTUS CEREBRALE • A.N.T.A.B. ASS. NAZIONALE TECNICI APPARECCHIATURE BIOMEDICHE • A.N.T.E.V. ASSOCIAZIONE NAZIONALE TECNICI VERIFICATORI • A.R.E. - ASSOCIAZIONE REG.LE ECONOMI PROVVEDITORI EMILIA ROMAGNA E MARCHE • A.V.S. • A3-MED • ABA - INVEST IN AUSTRIA (AT) • ABC MEDICAL • ABILITY CHANNEL • ABILITY GROUP • ABLE TECH • ACTIVE CONTROLS (US) • ACTIVE FUN COMPANY LIMITED (HK) • ADI ACCESSIBLE DESIGNS (US) • ADITECH • ADVIAIR • AFEA • AGENT 321 - FORUM AGENTI • AGMA ARREDO INOX PROFESSIONALE • AGORÀ - MARCHIO BOCCHI • AIAS BOLOGNA • AIR LIQUIDE SANITÀ SERVICE • AIRC COMMITATO EMILIA ROMAGNA • AIRMED PLUS (DE) • AIST • ALBO LAND • ALECH • ALFREDO CARREA & FIGLI • ALL MOBILITY TRADING • ALLEGRI • ALLEN MEDICAL SYSTEMS • ALLROUND COMPUTERIZING LEIPZIG (ACL) (DE) • ALPHAMED • ALPS SOUTH - FILIALE ITALIANA • ALU REHAB (DK) • AMBASCIATA D'AUSTRIA - SEZIONE CENTRALE • AMBROGIO BERNASCONI • AMBULANC (SHENZHEN) TECH. (CN) • ANASTE - ASSOCIAZIONE NAZIONALE STRUTTURE TERZA ETÀ • ANATOMIC SITT (SE) • ANITA ITALIA • ANOSS - ASSOCIAZIONE NAZIONALE OPERATORI SOCIALI E SOCIO-SANITARI • ANSDIPP ASSOCIAZIONE NAZIONALE DEI MANAGER DEL SOCIALE E DEL SOCIO-SANITARIO • ANTENNE HANDICAP • APUS SOFTWARE (AT) • AQUA-BUDDY • ARION INTERNATIONAL (NL) • ARJOHUNTLEIGH • ARTWEGER (AT) • ASAPRO • ASKLE SANTE (FR) • ASPEN (US) • ASS.NE RETINITE PIGMENTOSA MALATTIE RARE IN OFTALMOLOGIA • ASSOBIOMEDICA • ASSOCIAZIONE AMICI DI MAGÙ • ASSOCIAZIONE CERPA ITALIA • ASSOCIAZIONE DI VOLONTARIATO HANDY SUPERABILE • ASSOCIAZIONE ITALIANA DI BIONINGEGNERIA • ASSOCIAZIONE ITALIANA INGEGNERI CLINICI • ASSOCIAZIONE ITALIANA NON TECHNICAL S.I. - AINTS • ASSOCIAZIONE PROFESSIONAL RADIOGRAPHER • ASSOCIAZIONE SENECA • ASSOGIOCCATTOLI • AT-OS • AUTOFFICINA POGGESI • AUTOLIFT • AWO • AZIENDA PER I SERVIZI SANITARI N.5 BASSA FRULIANA PROGETTO HELPS "CENTRAL EUROPE PROGRAMME" • B&L INDUSTRIES • B&W BIOCARE (DE) • B.M.E.D. BIO-MEDICAL ENGINEERING DEVELOPMENT • B.O.N. NATURAL PRODUCT (AT) • B.U.V. SCHMIDT (DE) • BAASKE MEDICAL (DE) • BANCA SISTEMA • BARBIERI - PROGETTIAMO AUTONOMIA • BARCO (BE) • BASS MEDICAL GROUP (CN) • BAUERFEIND - FILIALE ITALIANA • BEACMED • BEIJING CHOICE ELECTRONIC TECHNOLOGY (CN) • BE-MA EDITRICE • BERTCHOLD (DE) • BERMAN • BERND RICHTER (DE) • BETA 80 SOFTWARE E SISTEMI - PROGETTO NBM • BIDAIO • BIEFFE ITALIA / WEIKO • BINDER (DE) BIOELECTRONICS CORPORATION (US) BIOFREEZE (US) • BIOMED CONSULTING • BIOMERIS • BIOTECNICA • BLEDSOE BRACE SYSTEM (US) • BODYPPOINT INCORPORATION (US) • BODYTECH • BOTTONI • BREIRA MEDICAL TECHNOLOGIES • BTEK - SOCIETÀ UNIPERSONALE • BTL ITALIA • BUCHER & KLIMT WELLSYSTEM (AT) • C.B.M. • C.N.O.P.U.S. COORDINAMENTO NAZIONALE OPERATORI PROFESSIONALI UNITÀ SPINALI • C.R.E. CALZIFICI RIUNITI ELLI CADOLTO ITALIA • CAMELOT BIOMEDICAL SYSTEMS • CA-MI • CAMP (US) • CAPTKIS • CARBONI ALDO TECHNOLOGY • CAREMED • CARESTREAM HEALTH ITALIA • CASALUCI GIULIANO • CBA INFORMATICA • CELLDYNAMICS • CENTRO AZZARITA DI RIABILITAZIONE SPORTIVA • CENTRO PER L'AUTONOMIA MICHELE IACONTINO • CENTRO REGIONALE AUSILI EMILIA ROMAGNA/AUSILIOTECA • CHANGZHOU JINLIYUAN MEDICAL DEVICES (CN) • CHAS A BLAT-CHORD & SONS (GB) • CHEMIL • CHEMISCHES FABRIK DR. WEIGERT (DE) • CHINESPORT • CHISON MEDICAL IMAGING (CN) • CHRISOFIX (CH) • CHRISTEYNS PROFESSIONAL HYGIENE • CICO • CIDITECH • CIP EMILIA ROMAGNA • CITTADINANZATTIVA - TRIBUNALE PER I DIRITTI DEL MALATO - EMILIA-ROMAGNA • CIZETA MEDICALI • CLARA • CME • CNA REGIONALE EMILIA ROMAGNA (BENESSERE E SANITÀ) • CODE CORPORATION (US) • COLLEGIO DELLE OSTRICHE PROVINCIA DI BOLOGNA • COLOPLAST • COMFTech • COMMISSIONE TECNICA REGIONALE "UNA SCELTA CONSAPEVOLE" • CON IL CERCHIO "DI ACANFORA GIOVANNI" • CONSULTA POPOLARE SAN CAMILLO • CONSULTAC EXPO (CN) • CONVAID PRODUCTS (US) • COORDINA-

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- Medical and surgical devices
- Medical devices and technologies
- Operating theatre equipment
- Professional scrubs and uniforms

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- Accessories and products
- Electro-diagnostics
- Visual image diagnostics

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- Furniture and equipment
- Accessories, products and disposables

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- Ambulances and medical cars
- Equipment for reanimation and intensive therapy
- Electrodiagnostics for first aid
- Products and Accessories

SISTEM

- Data transmission and telemedicine
- Hardware
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MIT

- Advanced diagnostic systems

- Bionics and nanotechnologies
- Innovative management systems
- Innovative materials and technologies
- Research

HORUS

- Aids and services
- Orthopaedics
- Rehabilitation
- Sanitary items

THIRD AGE

- Products and technologies
- Services
- Solutions
- Structures

HEALTH QUALITY

- Associations

- Bodies and institutions
- Certification bodies
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- Public health facilities
- Representative and control bodies
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ANIMAL HEALTH

- Associations and institutions
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Participation

- **Registration fees**
- Registration as exhibitor** € **585,00**
Includes: **All-Risk insurance** (see Art. 12 of General Conditions of Participation), **car passes** (1 up to 64 sq.m., 2 for larger booths), **exhibitor passes** (3 up to 20 sq.m., 1 additional pass for each 10 sq.m. more), publication of company data in the **Catalogue** and in the **on-line list of exhibitors**, **200 free invitations** to be validated on-line, **300 free e-tickets**.
- Registration as co-exhibitor** € **750,00**
Co-exhibitors are companies that are guests at the stand of an exhibitor. 24 sq.m. is the minimum stand size for having a co-exhibitor. The registration fee includes everything provided included in the exhibitor registration fee.
- Name of host exhibitor** _____
- Registration of no. _____ represented companies** € **80,00/each**
Represented companies can be registered simultaneously with the insertion of data for the catalogue by using the link sent by the Secretariat upon receipt of the application form. For each company represented, € 80,00 will be charged on the final invoice.
- You can not exhibit products of represented companies not registered for the exhibition.**
(See Art. 2 of General Conditions of Participation).
-
- **Mandatory technical supplies fee - It will be charged on the final invoice.**
Includes: electrical connection and testing, 3 kw electricity, fire extinguishers, stand cleaning.
Stand up to 80 sq.m. € 9,00/sq.m. - Stand larger than 80 sq.m. € 7,50/sq.m.
-
- **Stands and rates**
(surface area, open sides, and all other requests will not be binding on the Organizer)
- Requested area (minimum 16 sq.m.) _____ with _____ open sides**
(N.B. stands up to 24 sq.m. are supplied pre-equipped with basic set-up)
- | Rates per sq.m. until 30th September 2015 | | Rates per sq.m. from 1st October 2015 | |
|---|-----------------------|---|-----------------------|
| • Area with one open side | € 169,00/sq.m. | • Area with one open side | € 177,00/sq.m. |
| • Corner area | € 201,00/sq.m. | • Corner area | € 207,00/sq.m. |
| • Peninsular area (min. 64 sq.m.) | € 204,00/sq.m. | • Peninsular area (min. 64 sq.m.) | € 212,00/sq.m. |
| • Island area: (min. 128 sq.m.) | € 195,00/sq.m. | • Island area: (min. 128 sq.m.) | € 200,00/sq.m. |
- For the rate to be applied, the relevant date shall be that evidenced by the postmark, fax or e-mail transmission.**
- Notes _____
- Start Formula** € **2.850,00**
For companies exhibiting for the first time. Includes: 8 sq.m. stand (4 m x 2 m), furnishing, mandatory technical supplies fee. Set up includes: walls, carpeting, fascia with company name written in standard characters, 1 table, 3 chairs, 1 counter with stool, 1 waste bin, 1 electrical outlet, spotlights.
-
- **Communication package**
- Package n. 1 (max 15)** € **2.500,00**
Includes: ad page on the catalogue, ad box and ad page on the guide map, banner on the home page of the exhibition's website, company logo in the online catalogue, company logo on 5 newsletters, company logo in an ad page published on "Il Sole 24 Ore", the most prestigious Italian newspaper.
- Package n. 2 (max 25)** € **1.500,00**
Includes: ad page on the catalogue, ad box on the guide map, company logo in the online catalogue, company logo on 5 newsletters, 1 two sided poster (type A), placed among the pavilions.
-
- **Set-up**
- "Basic" set-up (mandatory for stands up to 24 sq.m.) is offered with a 50% discount** € **40,00/sq.m.**
Includes: walls, carpeting, fascia with company name written in standard characters, 1 table, 3 chairs, 1 counter, 1 stool, 1 waste bin, 1 coat hanger, 1 electrical outlet, spotlights (excludes: connection to BolognaFiere junction box, testing and consumption, already included in the mandatory technical supplies fee).
- "Prestige" customized set-up (for stands 32 sq.m. and larger)** Composition and equipment on: www.exposanita.it € **110,00/sq.m.**
- N.B.: If the set-up request is cancelled less than 30 days prior to the opening of the exhibition, the exhibitor will be charged 50% of the cost.**
-
- **Exhibitor car passes - In addition to those already included in the registration fee, based on the stand size.**
- n° _____ exhibitor car passes € **40,00/each**
- n° _____ 5 car passes package € **150,00/each**

Caution money (art. 3)

Mandatory registration fee (exhibitors € 585,00 - co-exhibitors € 750,00) € _____ **A**

Requested area sqm _____ x € 60,00/sqm € _____ **B**

Total caution money (A+B) € _____ **C**

Applications received without payment will not be processed.

As required, I hereby enclose:

Cheque

Receipt of bank transfer made out to: Senaf Srl - c/o Banca Popolare di Sondrio - Agenzia 8 Milano

IBAN: IT17N0569601607000005145X41 - C/C: 000005145X41 - CIN: N - ABI: 05696 - CAB: 01607 - SWIFT / BIC: POSOIT22

Date _____

Seal and Signature _____

Promotion

→ Advertisement in the catalogue

Includes the list of exhibitors divided according to products. For sale during the exhibition and in the following two years

<input type="checkbox"/> Ad page (165x240 mm)	€	750,00 /each.	€	_____
<input type="checkbox"/> Double page (two pages side by side or in a row)	€	1.250,00	€	_____
<input type="checkbox"/> Inside front cover	€	2.000,00	€	_____
<input type="checkbox"/> Inside back cover	€	1.000,00	€	_____
<input type="checkbox"/> Outside back cover	€	3.000,00	€	_____

→ Ad in the guide map

Over 30,000 copies distributed for free to all visitors

<input type="checkbox"/> A - Band (95x45 mm)	no. _____ x	€	350,00 /each.	€	_____
<input type="checkbox"/> B - Ad page (95x187 mm)	no. _____ x	€	800,00 /each.	€	_____
<input type="checkbox"/> Double central page	€	1.900,00	€	_____	
<input type="checkbox"/> Inside front cover	€	1.500,00	€	_____	
<input type="checkbox"/> Inside back cover	€	1.000,00	€	_____	
<input type="checkbox"/> Outside back cover	€	3.000,00	€	_____	



IMPORTANT: For cover pages priority will be given to the first request received for each position.

→ Social Media Package

We will accept only the first 10 requests

<input type="checkbox"/> Publication of news and pictures on Exposanita social media	€	500,00	€	_____
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The package includes 2 posts on the Facebook page, with up to 3 product images for each post, and 5 posts on Twitter.

Contents and dates to be agreed with our Communications Office

→ Ad on website

<input type="checkbox"/> Insertion of your logo in the on-line exhibitors list with link to your website	€	200,00	€	_____
<input type="checkbox"/> Banner in home page with link to your website - fixed position - only 3 available	€	1.000,00	€	_____
<input type="checkbox"/> Banner in home page with link to your website - in rotation with other companies	€	400,00	€	_____

→ Sponsorship of the newsletter

Each newsletter is sent to over 60,000 professionals

<input type="checkbox"/> Logo in 1 newsletter - with link to your website	€	250,00	€	_____
<input type="checkbox"/> Logo in 5 newsletter - with link to your website	€	400,00	€	_____

→ Advertisement on Tecniche Nuove magazines

I hereby accept to insert a logo referred to my participation in the exhibition on my company's ad pages that are going to be published on Tecniche Nuove magazines:

Yes **No**

Date _____

Seal and signature  _____

Project management



MESTIERE FIERE

Gruppo  **tecniche nuove**

- Via di Corticella, 181/3
- Tel. +39 051 325511
- exposanita@senaf.it
- 40128 Bologna (Italy)
- Fax +39 051 5880078
- www.senaf.it







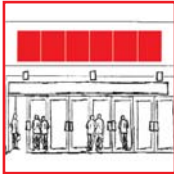
www.exposanita.it

Your visibility within the Exhibition Center

→ Ad posters

<input type="checkbox"/> Type A (internal path between Halls 21/22 and 25/26).....	no. _____	x €	390,00/each.	€ _____
<input type="checkbox"/> Type ACO (Piazza Costituzione Ticket Office) - only 1 available			2.500,00	€ _____
<input type="checkbox"/> Banner type BCO (Piazza Costituzione Ticket Office) - 4 banners package ..	no. _____	x €	2.300,00/each.	€ _____
<input type="checkbox"/> Type C (entrance gallery).....	no. _____	x €	450,00/each.	€ _____
<input type="checkbox"/> Types E+F (entrance gallery) - only 5 available	no. _____	x €	590,00/each.	€ _____
<input type="checkbox"/> Type G (entrance gallery) - only 1 available			1.500,00	€ _____
<input type="checkbox"/> Type H (entrance gallery) - only 1 available			1.500,00	€ _____

Posters and banners must be supplied by the exhibitor.

A	ACO	BCO	C	E+F	G	H
						
1 TWO-SIDED POSTER W: cm. 100 H: cm. 140 T: cm. 1,0 min cm. 1,3 max	1 FREE STANDING DOUBLE SIDED POSTER W: cm. 300 H: cm. 400 T: cm. 5,0 Note: Please note that the panel can be composed by 3 elements 100x400 cm each	1 DOUBLE SIDED CANVAS BANNER W: cm. 100 H: cm. 300 Weight: 3 Kg. max	1 SINGLE-SIDED POSTER W: cm. 140 H: cm. 300 T: cm. 2,0 max	1 SINGLE-SIDED POSTER (E) W: cm. 143 H: cm. 143 T: cm. 1,5 max 1 SINGLE-SIDED POSTER (F) W: cm. 215 H: cm. 50 T: cm. 1,5 max	1 SINGLE-SIDED POSTER W: cm. 400 H: cm. 120 T: cm. 1,0	6 SINGLE-SIDED POSTERS SIDE BY SIDE, EACH: W: cm. 70 H: cm. 100 T: cm. 1,5 min cm. 2,0 max
W = width H = height T = thickness						IMPORTANT: For poster types ACO, G and H precedence will be given to the first request received for each position.

→ Distribution of advertising material

<input type="checkbox"/> Distribution of advertising material at the entrance of the exhibition	€	600,00	€ _____
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Cultural activities

→ Conference rooms rental

Each exhibitor may request a maximum of two time slots or two half days

<input type="checkbox"/> Seating capacity 25/30 - 2 hours	no. _____	X €	140,00/each.	€ _____
Time slots: <input type="checkbox"/> 9.15/11.15 am <input type="checkbox"/> 11.30 am/1.30 pm <input type="checkbox"/> 3.30/5.30 pm				
<input type="checkbox"/> Seating capacity 50 - 2 hours	no. _____	X €	160,00/each.	€ _____
Time slots: <input type="checkbox"/> 9.15/11.15 am <input type="checkbox"/> 11.30 am/1.30 pm <input type="checkbox"/> 3.30/5.30 pm				
<input type="checkbox"/> Seating capacity 25/30 - half a day	no. _____	X €	250,00/each.	€ _____
<input type="checkbox"/> Seating capacity 50 - half a day	no. _____	X €	300,00/each.	€ _____
<input type="checkbox"/> Seating capacity 80 - half a day	no. _____	X €	400,00/each.	€ _____
<input type="checkbox"/> Seating capacity 100 - half a day	no. _____	X €	480,00/each.	€ _____
<input type="checkbox"/> Seating capacity 140 - half a day	no. _____	X €	590,00/each.	€ _____
<input type="checkbox"/> Seating capacity 200 - half a day	no. _____	X €	700,00/each.	€ _____

- Only exhibiting companies may reserve conference rooms. Rooms will be assigned on a first-come first-served basis, subject to availability.
- Rooms furnishing includes: head table, auditorium style chairs, basic sound amplifying system (microphones for speakers, loud-speakers) and screen

<input type="checkbox"/> 40 sq.m. equipped room adjacent to stand	€	2.800,00
To be used for company presentations, seminars and continuous cycle workshops. Set-up includes: walls, carpet, electrical system, spotlights, 30 seats for the public, 1 conference table, PA system and screen. If a check during the exhibition reveals that the room is being used for a different purpose, the Secretariat will apply the normal stand rate.		

Date _____

Seal and signature  _____

Request for integrated communication with Tecniche Nuove Group

→ COMPANY _____ CLIENT CODE _____

→ **1 SPECIALE EXPOSANITÀ NEWS** Magazine distributed for free during the exhibition

Full page no. _____ x € **1.500,00**/each. € _____

Half page no. _____ x € **800,00**/each. € _____

Quarter page no. _____ x € **500,00**/each. € _____

It includes an interview to the head of the company.

→ **2 SPECIALIZED MAGAZINES** of your own choice

Tecnica Ospedaliera

Ortopedici e sanitari

Laboratorio 2000

Option A

No. 3 Full pages - in March, April, May € **4.000,00**

No. 3 Half pages - in March, April, May € **2.000,00**

Option B

No. 1 Full page: March April May € **1.500,00**

No. 1 Half page: March April May € **800,00**

→ **3 DIGITAL**

Magazine's newsletter - Unique banner € **1.000,00**/each.

DEM Direct Email Marketing € **1.500,00**/each.

On these advertisements we will insert a label referred to your participation in Exposanità

Date _____

Seal and signature  _____



EXPOSANITA'

20th International Health Care Exhibition

18•21* MAY **2016** BOLOGNA EXHIBITION CENTER
May *21st opened only for Horus, First Aid and 3DPrint Hub

DECLARATION

Project management:

 **senaf**
MESTIERE FIERE

Gruppo  **tecniche nuove**

Promoted by:

 **Bologna Fiere**

To be returned by **15th January 2016**

Send a copy via fax to: **+39 051 5880078**

Administrative declaration form for Extra EU companies

Name of the company or professional individual name (in full)

Address _____

City _____ Country _____

I am:

A taxable entity / Person _____

A private individual _____

If you are a taxable entity/person please indicate:

V.A.T. code no. _____

In our country V.A.T. code does not exist

Company identification number: _____

In our country the company identification number does not exist

If you are a professional individual please indicate date and place of birth: _____

Date _____

Seal and signature  _____

General conditions of participation in Exposita 2016

By "BolognaFiere" we mean BolognaFiere SpA, seat in Bologna, Viale della Fiera no. 20. By "Organizer" we mean Senaf srl, seat in Milan, Via Eritrea 21/A. For any controversy, the Italian version of the general conditions has to be consulted. The Organizer, in conducting its competitive business activities, is organizing the exhibition entitled Exposita, International health care exhibition, to be held in Bologna Exhibition Centre from 18 to 21 May 2016.

Art. 1 - ADMISSION TO THE FAIR - The following may be admitted as exhibitors:

- Italian and foreign companies exhibiting products manufactured by them included in the show list of exhibits. Only on condition that the manufacturing companies are not directly exhibiting their products or samples, their representatives or general sole agents for Italy will be admitted as exhibitors.
- Trade unions and public or private bodies who institutionally carry out either promotional and researching activities or who deal with information and publications in the specific field and its services. The Organizer reserves the irrevocable right to forbid the presentation of the same samples in more than one stand of the same commodities sector.

Art. 2 - PARTICIPATION IN THE EXHIBITION - The submission of the application for participation, debited drawn up on the relevant form, will constitute an irrevocable proposal on the part of the applying party involving the acceptance of the "General Terms and Conditions" herein (together with the "Technical Regulations on Exhibition and Various Forms", hereinafter referred to as "Technical Regulations"), the "District Rules", as well as any other rule relevant to the organization and operation of the Exhibition and Fair District. The Organizer will decide on the above application in complete autonomy and with the sole obligation of specifying the reasons for non-acceptance; this obligation is valid exclusively for applications received by the Organizer at least 60 days before the inauguration of the show and upon the applying party's request (if effected at least 30 days before the end of the exhibition). Any sole and general dealer, agent or representative shall register the list of the companies they represent and whose products they intend to exhibit via the special link sent by the Secretariat. If a check carried out during the event found that the exhibitor exposes products of companies not registered at the exhibition, the same will be considered as co-exhibitors and charged to the corresponding rate, plus any damages that may arise following the non-registration. The applicant shall supply any other document that may be requested in order to be able to take a decision regarding the acceptance of his application and to ascertain - at any time - the compliance with the conditions for participating in the show. The acceptance of the application for participation in the Exhibition will be sent by registered letter, fax or email providing the applicant with the right to exhibit in the show, thus converting any possible caution money (see art. 3) into a guarantee deposit for the amount payable by the participant in the exhibition. For all applications received at least 60 days before the inauguration of the show, the registered letter, fax or email of acceptance will be sent at least 30 days before the inauguration. For applications received after this deadline the acceptance shall be received by the applicant at the latest day before the inauguration of the show; such communication can be notified by means of a registered letter, fax or email or by any other means.

Art. 3 - PARTICIPATION RATES, REGISTRATION FEE AND CAUTION MONEY - The participation rates and the registration fees are indicated on the application form. The rates include all costs of rental of exhibition space and the services expressly listed in General Conditions of Participation. They also include the events arranged by the Organizer such as conventions and conferences, celebratory and society events scheduled in the exhibition program, as well as the hospitality for delegations of professionals and state authorities, Italian and foreign speakers and lecturers. Simultaneously with the application form, the exhibitor must pay, in addition to the registration fee, a guarantee deposit equal to € 60.00 for each square metre of surface area requested. When the registration fee and guarantee deposit are received, the Organizer will send an invoice attesting to payment of such amount. If the application is rejected, both the guarantee deposit and the registration fee will be returned and the applicant will have no right to damages or interest of any kind.

Art. 4 - TERMS OF PAYMENT - A final invoice for amounts due for participation (including: exhibiting area, advertising, mandatory technical supplies fee, municipal advertising tax amounting to € 0,70/sqm, as well as any additional services required prior to the issuance of the invoice) will be issued by the opening date of the Exhibition, to be paid by the deadline specified on such invoice and no later than the start of mounting period. Exhibitors who have not paid the final invoice will not be granted access to set up their stands. In default of the above, the Organizer may deem the participation agreement cancelled without any requirement of warning or Court order, but merely by giving notice to the applicant. In such case, the Organizer will be released from all commitments and may assign the stand to other applicants. In addition, the Organizer will have the right to retain all sums already paid and to receive full payment, as penalty, of all other amounts due pursuant to the agreement, without prejudice to its right to seek additional damages.

Art. 5 - STANDS - The allotment of stands is entirely up to the competence of the Organizer. Any particular request formulated by the participant will be considered purely indicative and does not bind the Organizer in any way nor does it condition acceptance of the application in any way. The Organizer reserves the irrevocable right to move or reduce the allocated stand and may even transfer it to another area if necessary, without the participant being entitled either to indemnity or compensation for any reason whatsoever. The Organizer must however notify the participant of the above by means of a registered letter, telefax or other appropriate means at least 20 days before the start of the show.

Art. 6 - WITHDRAWAL FACILITY - In the event of the participant not being able to participate in the fair for reasons of legitimate impossibility, he may withdraw from the contract and must send the Organizer his reasons for withdrawal by means of a registered letter with advice of receipt sent at least 60 days before the start of the fair without prejudice to the registration fee and the guarantee deposit received by the Organizer, as well as any further right or damage to which the Organizer is entitled. If this letter is sent less than 60 days before the starting date of the fair, the participant will have to pay not only the registration fee but also the entire participation fee, as well as any other expenses for either direct or indirect damages. In this case the Organizer has the right to retake possession of the stand and hire it out to other exhibitors. Should the exhibitor not communicate his impossibility to participate in the show or not allow his stand, he will be considered completely defaulting and will have the obligation to pay, besides the registration fee and the whole participation fee, the reimbursement of direct and indirect damages suffered by the Organizer. Also in this eventuality, the Organizer may dispose of the stand and assign it to other exhibitors. The Organizer may, at his discretion, withdraw from the exhibitor's participation contract until two weeks prior to the opening of the Fair, and - only for reasons relating to the organisation of the event and its regular execution - until the opening day. In this event the Organizer shall not be liable for any damages and shall not be obliged to provide compensation, but shall return the registration fee and any other possible participation fees already received.

Art. 7 - CONSIGNMENT OF THE STANDS - The stands will be made available for the exhibitors at the time indicated in "Technical Regulations". Their construction shall be completed within the day before the inauguration of the show. If it doesn't occur, the contract can be considered as cancelled for default of the participant according with the terms indicated in the article no. 6. The Bologna Exhibition Centre may be accessed only after registration of the Exhibitor's data on the website www.gate.bolognafiery.it. Each Exhibitor will be sent a password for access to the area reserved for registration. The password must be used to enter the names of the Exhibitor's personnel and vehicles as well as those of the stand fitters and suppliers that will enter the Exhibition Centre on the Exhibitor's behalf. The Exhibitor is responsible for guaranteeing the technical and professional requisites of the companies that will work in the Exhibition Centre on its behalf. BolognaFiere and the Organizer may establish special rules of access to the Trade Fair Centre during setup, also in compliance with occupational safety regulations, and also restrict vehicle access and/or apply charges to vehicles parked outside designated spaces and/or exceeding the Organizer's parking time limit. In particular, if motor vehicles or other forms of transport are left inside the Trade Fair Centre for more than two hours, the Exhibitor whose password has been used to register the vehicle may be charged the sum of € 500.00.

Art. 8 - CONSTRUCTION OF THE STANDS - The furnishing of the stand must be contained within the allocated space, as explained in more detail in the Technical Regulations and their height shall not exceed the height permitted by the Technical Regulations. Regardless of surface area, both installations are classified as either Standard or Non-Standard and their specifications are set out in detail in the Technical Regulations that form an integral part of these regulations and which the Exhibitor accepts in full.

In the case of non-standard installations, at least 20 working days before installation begins, the exhibitor shall submit for approval to the Organizer and BolognaFiere the non-standard installation design duly stamped and signed by a qualified technician. Should the exhibitor not possess a non-standard installation design signed by a qualified technician, BolognaFiere can be asked to carry out a prior inspection using a specific form from the Miscellaneous Forms Booklet that can be found at <http://befair.bolognafiery.it/it/index.do>.

In the case of non-standard structures, should the respective design duly stamped and signed by a qualified technician fail to be sent to BolognaFiere, arrangements will be made to carry out inspection and approval, the exhibitor being charged up to double the standard rate for such service as specified in the technical forms. The amount charged currently ranges from a minimum of € 160.00 to a maximum of € 1.600.00 for each inspection and approval. It should also be noted that non-standard installations require final inspection and approval carried out exclusively by BolognaFiere, the exhibitor being charged the rate specified in the technical form. The amount charged currently ranges from a minimum of € 160.00 to a maximum of € 1.600.00.

The exhibitor is required to install in a clearly-visible and readily-accessible location in the booth, a sufficient number of fire extinguishers of suitable quality as specified in detail in the Technical Regulations. The exhibitor may arrange to hire them directly from BolognaFiere. In the event of non-compliance, BolognaFiere may provide the necessary and charge an

additional cost, currently ranging from a minimum of € 50.00 to a maximum of € 100.00. The furnishings and relative installations must be expertly built and must be in conformity with the safety and fire regulations. BolognaFiere reserves the right to request the intervention of the Supervising Committee for areas of public display. The Exhibitor acknowledges that the Fairground is an area of public domain and undertakes to respect the relative regulations and to conform to all the provisions and formalities stipulated by the Technical Regulations. Should the Exhibitor fail to send the BolognaFiere those declarations stipulated in the Technical Regulations whereby he holds himself responsible not only for setting up the stand but also for the electrical installations and in particular for the fire prevention, BolognaFiere will be entitled to close the stand and to adopt the most suitable measures to ensure safety conditions, this does not however exonerate the Exhibitor from his personal and criminal liabilities. BolognaFiere reserves the right to modify or renew the furnishings or installations that do not conform to the above mentioned provisions. All responsibility regarding the static stability of the furnishings, the execution of installations or any damage incurred by people or things belonging to BolognaFiere or third parties will be at the exclusive expense of the Exhibitor. The non-compliance with these rules as well as with those contained in the "Participation Rules" will assign to BolognaFiere the right to take precautionary measures against any company featuring irregular fire-preventing position; should it be necessary to apply any additional measures to integrate the global safety conditions, this will involve debiting of the relevant expenses estimated in any case at least in € 300,00/module, or the order to partially or totally dismantle the booth and the declaration of non-conformity of the booth itself. Any non-compliance with the safety regulations may involve the denunciation to the judicial authority.

Art. 9 - RECONSIGNMENT OF STANDS - At the end of the event and not earlier, Exhibitors must remove the products and materials they have installed and, after receiving the exit pass from the Organizer, leave the Trade Show area. Stands must be cleared by the specific date indicated in the "Event Technical Regulations and Form Folder". The Exhibitor is required to return the stand in the condition in which it was received. Waste and materials left over from setup work shall be disposed of by the Exhibitor and/or its appointed agents and hall aisles kept clear of any such materials or other obstructions. In the event of its failure to comply with dismantling times and/or delays in clearing the area, the Exhibitor grants its irrevocable permission for the Organizer to attend to such matters, considering anything left in the booth to be waste ground for landfill sites and the Exhibitor shall be required to reimburse all direct and indirect expenses incurred for the clear-up work, this currently starting at a minimum of € 300.00 per 16.00 m² of surface area and without prejudice to the right to claim compensation for any additional loss. The exit pass, although it cannot be issued to Exhibitors who have not settled their direct or indirect debts, with regard to the Organizer, will not represent a receipt for payment of amounts owed for participating in the Show, and will be valid only for the vehicle indicated on said pass. The participant expressly authorises the Organizer to check that the interior of the vehicles and trunks of the Exhibitors and/or their representatives leaving the trade show area do not contain products and materials other than those installed in the stand and listed in the exit pass, authorising the Organizer to prevent the products and materials not listed in said pass from leaving the premises. The Organizer and BolognaFiere will not be held responsible for the goods, the materials and whatever else is left without surveillance by the exhibitors in the trade show area.

Art. 10 - ACCESS TO THE FAIRGROUNDS - The exhibition is open every day to visitors carrying Organizer's or Exhibitor's invitation. The opening times are established by the Organizer that reserves the right to modify it, if necessary, even during the fair. Visitors that haven't received the invitation, will be admitted to the exhibition by filling the respective registration form and paying a ticket that for the 2016 edition will cost € 25,00 for daily tickets. To enable the exhibitors and their staff to enter the fair free of charge, the Organizer will furnish the above with the necessary passes, which are subject to the regulations described in the Technical Regulations and the use of which implies total compliance with the above mentioned regulation. The exhibitor is however responsible to all intents and purposes, for the behaviour of those persons using the free entrance documents, as well as for the behaviour of his own employees, or temporary helpers and collaborators in carrying out the duties assigned to them. It is forbidden for anyone to make offers or bids for recognized institutes inside the fairgrounds, or to collect or distribute political, religious or other propaganda or to carry out activities that are not in any way connected with the objectives of the fair.

Art. 11 - SURVEILLANCE AGAINST THEFT - RESPONSIBILITY FOR THEFTS AND DAMAGES - EXEMPTION FROM LIABILITY BY Bolognafiery - INDEMNITY CLAUSE - During the opening times of the pavilions, exhibitors will have to look after their own stands or ensure that one of their employees is present. The Exhibitor's personnel is required to supervise its stand during the opening hours of the exhibition. For the entire exhibition period (including set-up and knock-down), the Exhibitor has sole responsibility for guarding all materials, goods, and furniture at its stand. As guardian of its stand, the Exhibitor substantively and legally exempts and indemnifies BolognaFiere from all losses, damage, liability, cost or expense, including legal fees, deriving from the Exhibitor's use of its stand or of its assigned exhibition space. For the whole duration of the fair, including the days dedicated to constructing and dismantling the stands, BolognaFiere will provide a general day and night surveillance service inside the fairgrounds; nonetheless, BolognaFiere and the Organizer will not assume any responsibility whatsoever for any theft or damage that might occur during that period. The exhibitor will be held responsible by the Organizer and BolognaFiere for all damages caused by him for any reason whatsoever either directly or indirectly (including damages caused by set ups or electrical installations installed by him or third parties, even if tested by BolognaFiere).

Art. 12 - INSURANCE - EXEMPTION - ASSUMPTION OF LIABILITY AND LIMITATIONS - The exhibitor shall benefit from the following insurance policies drawn up by BolognaFiere and agreed with the Organizer:

- All Risks guarantee (including fire and theft), for direct physical damage to furniture, fittings, equipment and goods on the stand, excluding cash, valuables and the like, the software installed on computers electronic and damages for loss of use of the furniture, fittings, equipment and goods during the period of the Exhibition - over for first risk € 400,000.00 (including fire and theft), with absolute deductible of € 300,00 for each claim of damage, raised to € 600,00 for damage incurred after the end of the exhibition;
- Third Party Liability coverage, including damage from fire: single limit € 50,000,000.00;
- Employees Liability coverage: single limit € 3,000,000.00, with limit of € 2,000,000.00 per person;
- Waiver by the insurer of all recourse against all exhibitors, the Organizer, and BolognaFiere.

The above insurance cover is governed by specific conditions and limits, which can be obtained by the exhibitor upon request from the event organizer's office. Such conditions and limits shall also be included in the documentation of the event. Such coverage does not exempt the exhibitor from liability against risks that according to his own evaluation are not insured or that exceed the coverage limits stated in the previous paragraph. The exhibitor shall make arrangements to provide the necessary additional coverage. In particular, in relation to the presence of a video-surveillance system, the exhibitor acknowledges that, in case of theft, the relative report to the Public Authorities must be received by the insurance company within seven days from the end of the event and that non-compliance with regard to such a term may lead to the loss of the right to compensation. The Insurance Company will also handle claims and clearance procedures at the end of the event. Any additional insurance coverage that the exhibitor may arrange shall include an insurer's waiver against claims against Exhibitors, the Organizer, and BolognaFiere, and, in the event of the exhibitor failing to do so, said insurance shall exempt them from all liability against any claims that may be made against them. Given the above (on behalf of himself, his employees, or hired workers) the exhibitor expressly exempts the Organizer and BolognaFiere from any liability for loss or damage which for whatever reason may occur in the exhibition space assigned to him, during the course of the exhibition or during the setting up and dismantling the stand, and what is therein, and shall bear the liability for any damage caused to third parties by the management of exhibition space or by anything introduced therein, and not covered in the terms and ways indicated above or activated by the exhibitor. The Organizer and BolognaFiere decline all liability for consequential damages, damage to image, lost sales, etc. With regard to direct damages as well, the Exhibitor agrees that the Organizer and BolognaFiere limit their liability to the limits and maximums of the insurance described above. The Exhibitor hereby accepts such limits of liability.

Art. 13 - COMPLAINTS - Any complaints regarding the organization and carrying out of the Exhibition must be sent to the Organizer in writing immediately, and in all cases within seven days after the conclusion of the Exhibition. Any complaints received after such deadline will not be considered subject-matters of disputes with the Organizer.

Art. 14 - INTELLECTUAL PROPERTY - Neither the products, the goods exhibited, nor the stands housing them may be photographed, filmed, drawn or reproduced without the authorization of the respective Exhibitors and the Organizer. Nonetheless, the Organizer and BolognaFiere reserve the right to photograph, reproduce, diffuse and authorize the photographing, the reproduction and the diffusion of both full shots or detailed shots of the inside and outside of Fair, giving their consent to others to sell them or even selling them themselves.

Art. 15 - TEMPORARY IMPORTATION - The temporary importation of goods or merchandise coming from abroad to be exhibited as samples during the exhibition shall be effected - at the expenses of the Exhibitor - through BolognaFiere's official carrier, according to the terms set forth in the "Technical Regulations" without any responsibility for the official carrier's action, even with regard to BolognaFiere and the Organizer.

Art. 16 - WORKING MACHINERY - The machines on show cannot be operated, except where a possible derogation is released in writing by the Organizer or by BolognaFiere, provided that it does not involve any danger or annoyance. In such a case the machines shall be equipped with the necessary devices to prevent accidents, annoying noises, bad smells, as well as gas or fluid emissions; inside the halls they can neither be driven by internal-combustion engines in operation nor

involve the use of fuel or gas cylinders. In any case they shall be in conformity with the legislative and prescriptive rules as well as with the regulations concerning good workmanship, being equipped with the relevant administrative documents released by the competent Authorities. Exhibitors will bear the risk for any civil or penal responsibility due to possible accidents and/or damages that may be caused to third parties in connection with the non-compliance and breaking of said regulations and/or instructions. BolognaFiere is entitled to directly act in order to dispose of or require the removal from the Fair District of all the structures that are not in conformity with the above mentioned provisions.

Art. 17 - TECHNICAL SUPPLIES AND SERVICES - Upon Exhibitors' request and pursuant to the provisions contained in the "Technical Regulations", BolognaFiere will supply the electric energy for both lighting and motive power, connection with the hydraulic as well as with the compressed air systems. Furthermore, BolognaFiere reserves the right to start, to give out by contract or to grant an exclusivity for any service deemed useful for the participants, and to establish the operating conditions. In particular:

- the connections with the electric or hydraulic system effected by the Exhibitors - namely the branch box and the water offtake - can be performed only by companies authorized by BolognaFiere who will ascertain their compliance with the rules contained in the "Technical Regulations";
- the cleaning service of booths shall be carried out at the expenses of the Exhibitors through their own personnel or through the company authorized to this purpose by BolognaFiere;
- phone connections can be performed only by the supplier authorized by BolognaFiere;
- any operations regarding porters, transportation, loading and downloading of goods shall be entrusted exclusively to BolognaFiere's Official Carrier;
- admission to the halls is allowed to the vehicles equipped with anti-polluting equipment only.

Exhibitors acknowledge that the "services" (either if directly managed by BolognaFiere, given out in contract or else granted in exclusivity) ensure regular performances within the normal use of such services by the single users, and they in any case exempt BolognaFiere, as well as the contractors and the agents performing such services, from any and all responsibility for any possible irregularity in the implementation of said services.

Art. 18 - INFORMATIVE PRINTED MATTER AND ON-LINE INFORMATION - The Organizer reserves the right to create a catalogue and to divulge information (even as a summary or in an abbreviated format), contained in the participation request, about Exhibitors and products and/or services presented by them, in addition to whatever else is indicated or presented, using the means and the communication methods (printed matter, CD-Roms, Internet or other means) considered most suitable, without any responsibility for omissions, errors or malfunctions. The data indicated will refer to the participation requests received and accepted up to 45 days prior to the opening date of the Trade Show. All this will not affect the Organizer's right to change stand assignments. What is indicated herein also applies to the contents of other informative forms signed by the Exhibitor or by his representative and made available to the Organizer even through the use of computerised instruments. The Organizer reserves the right to provide areas reserved to individual Exhibitors on the exhibition website, which the Exhibitor, with personal username and password, will be able to access to go on-line and transmit or modify information regarding its company. The Exhibitor has sole responsibility for the content in its reserved area and for the proper use (including by third parties) of the username and password assigned to it by the Organizer.

Art. 19 - PAID ADVERTISING FORMS - Any form of propaganda and advertising outside the allotted exhibiting area must be exclusively carried out through the Organizer or representatives of the BolognaFiere and is subject to the relative fee and fiscal expenses.

Art. 20 - PARKING - Access to the Exhibitor's parking area shall only be granted - as long as places are available - to vehicles with the special passes issued by the Organizer and such vehicles shall park in the marked bays only, and only during Trade Fair district opening times. Failure to comply with these rules may force BolognaFiere or the Organizer to have the vehicle removed from the parking area at the risk and expense of the Exhibitor to whom the pass was issued and of the vehicle owner, who shall, together with the Exhibitor, be liable for the expense. All vehicle occupants must have a document valid for access to the Trade Fair district. Since the parking area is not guarded, BolognaFiere and the Organizer are exempt from all responsibility relating to custody of the vehicle and cannot be held liable for any damage or theft.

Art. 21 - SPECIFIC PROHIBITIONS - The Exhibitors are forbidden to:

- deliver any goods on the premises or immediately to the buyer, except in technical publishing industry sector and in those sectors where the Organizer has given his permission;
- to let or even partially let or exchange or even partially exchange his stand;
- display prices, except in those sectors where permission has been given by the Organizer;
- perform any kind of advertisement outside their booth as well as in the Fairgrounds. Distribution of advertising material is allowed in the assigned exhibiting space only except by Organizer's authorization;
- display products different from the commodities exhibited in that particular sector and specified in the application form;
- display signs or samples, although purely indicative, on behalf of other companies not listed in the application form and not represented;
- organize entertaining performances or shows of any kind, nature and characteristics, even if inside the booth or aimed at the presentation of the products, without prior authorization of the Management of BolognaFiere and the Organizer;
- the use, within the Exhibition Centre, of lift trucks and lifting equipment owned by the Exhibitor, unless exceptions granted by the Operations Division of BolognaFiere, as regulated in the Technical Regulations;
- any form of unfair competition among participants in the exhibition. Therefore, for purposes of exhibiting and to ensure proper carrying out of the exhibition, the Exhibitor hereby agrees to all steps that the Organizer may take to guarantee the immediate cessation of any forms of unfair competition and/or to protect the other exhibitors and the Organizer itself.

Prohibitions of a technical nature emanated for safety, hygiene, pollution reasons to protect persons or things as well as to prevent the manhandling of property and the personal property of the Fairgrounds together with the relative prescriptives contained in the Technical Regulations, are considered part of the present general conditions of the contract, and the Exhibitor undertakes to strictly adhere to them. Any exceptions must be notified exclusively in writing by the Technical Department of BolognaFiere. No compliance with even one of the above mentioned prohibitions, or those stipulated in this article may give the Organizer the right to execute the rules set forth by the "Technical Regulations" and/or cause the contract denoting participation in the fair to be annulled without even having to make recourse to a judge but simply by means of written notification delivered to the Exhibitor at his stand. Institution of the above would result in the immediate closing of the stand as well as the confiscation of all admission documents to the fairgrounds, without prejudice to the amount owed by the Exhibitor.

Art. 22 - POSTPONEMENT, REDUCTION OR SUSPENSION OF THE EXHIBITION - The Organizer has the irrevocable right to change the dates of the exhibition, without giving the exhibitor the right to withdraw or annul his contract or the

commitments undertaken by him with the Organizer. Furthermore, the Organizer can reduce the duration of the exhibition or suppress the fair either partially or completely. This doesn't commit him to reimbursement of any kind of damage. In such cases, the Organizer will communicate the changes made in writing, by registered letter, email, telegram or facsimile. The communication must be sent at least 30 days before the day when the exhibition should have been started originally.

Art. 23 - GENERAL REGULATIONS - ADOPTION OF DOMICILE OF CHOICE - APPLICABLE LEGISLATIVE NORMS - ITALIAN JURISDICTION AND TERRITORIAL COURT OF COMPETENT JURISDICTION - The exhibitor, by taking part in the show and undersigning the regulations, is obliged to respect the provisions set forth in the legislative decree no. 46/1997 relating to the presentation to the public of goods included in the definition of medical devices present in the above law. The Organizer reserves the right to ascertain that this provision is respected. The Exhibitor is under obligation to comply with all regulations emanated by the Authorities of Public Safety, as well as all those regulations pertaining to fire, theft and the supervision of property open to the public emanated by the above for BolognaFiere. The Exhibitor and all third parties working on his behalf in the fairgrounds must use personal with working contracts whether subordinate or autonomous that conform to the requisite laws in force (with regard to social security, insurance, fiscal regulations, etc.). The Exhibitor may choose to adopt the domicile of his choice, in conformity with the law, at the offices of the Organizer, and exclusively accepts Italian jurisdiction and the Competence of the Court of Milano. The relationship between the Organizer, the BolognaFiere, the Exhibitor and third parties if any, is exclusively subject to Italian law. The Italian version of the General Conditions has to be referred to for any controversy.

Art. 24 - RELATIONSHIPS WITH BologNAFIERE - The Exhibitor accepts that the Fair will take place in the Fairgrounds of the BolognaFiere and undertakes to comply with the regulations issued by BolognaFiere as well as seeing that they are also complied with by his employees and collaborators. The Organizer will be exclusively and solely responsible for any rights to which the Exhibitor is entitled, while each and every behavioural obligation undertaken by the Exhibitor will also be extended to the BolognaFiere who will therefore have the legitimate right - in case of non compliance with these obligations regulations and laws - to take direct action, making use if necessary of its own staff working at the Fair to carry out the above.

Art. 25 - PERSONAL DATA PROCESSING - Informative document provided to those involved according to art. 13 of legislative decree no. 196/2003 (EC Directive 2002/58 of the European Parliament) and granted consent

- The personal data provided by the person involved are processed also using computerised instruments for the purposes indicated in this participation request and in the participation-related forms in order to achieve the institutional objectives and carry out any other activity - also connected or complementary - with the intent of favouring the exchange of goods and services - of the Organizer and of BolognaFiere S.p.A. including the necessary activities involving ordinary trade show management, on-line and off-line publication, user satisfaction evaluation, commercial and marketing purposes, statistical purposes and other similar goals that may involve the communication and dissemination of data to third parties operating in Italy and/or abroad. Specific safety measures are implemented to prevent loss of data, illegal or incorrect uses and unauthorised access in conformity with the resolutions in Legislative Decree no. n. 196 dated 30/06/2003, articles 31-33-34-36. Therefore, processing may take place either directly or through the action of third parties implementing any means and such data cannot be used and communicated - or transferred to third parties - even outside the country for any related initiative or subsequent to the event or aimed at favouring the exchange of goods and services that are the subject of said initiative - and particularly to those who collaborate under any form in developing the activities of the Organizer and of BolognaFiere - to other entities of the trade show sector or those who operate in the same sector (associations or consortiums - external databanks - market research projects - etc.) - and to those interested in economic sectors involving the event. The proprietors of the processing are both the Organizer and BolognaFiere S.p.A. together with some companies of the BolognaFiere group, seat in Bologna, Viale della Fiera 20, email: privacy@bolognafiere.it. The person involved has the right to access his or her personal data and to exercise the other rights guaranteed by art. 7 of Legislative Decree no. 196/2003 (updating, correction, additions, etc.) by contacting the Organizer to receive additional information at Senaf Srl, Via Eritrea 21/A - 20157 Milano, by fax +39 02 39005289 or email: info@senaf.it or BolognaFiere at the web page www.bolognafiere.it/privacy.

Although submitting data and agreeing to the relative processing are not mandatory, they are necessary conditions for completing the aforementioned activities and any refusal, to be indicated by the participant on the participation request, may lead to the Organizer's refusal to stipulate or execute the participation contract.

The person involved, having read the informative document submitted according to art. 13 of Legislative Decree no. 196/2003, grants consent to process his or her personal data, according to the aforementioned conditions, signing this form to denote approval also of this specific clause.

Seal and Signature 

For the purposes and effects referred to in Articles 1341 and 1342 of the Italian Civil Code, the undersigned specifically approves the following clauses:

- Form and irrevocability of application (Art. 2) • Discretion of Organizer (Art. 2) • Right to cancel or withdraw from agreement or to suspend its execution (Articles 4, 6, 7, 8, 21, 25) • Penalty clause (Articles 4, 6, 8, 9) • Waiver of damages (Articles 5, 6) • Limits to right of withdrawal (Articles 6, 22) • Limit to or exemption from liability (Articles 8, 9, 11, 12, 13, 15, 17, 18 and 20) • Assumption of liability (Articles 8, 10, 11, 12, 16, 18, 20, 24) • Means for supply of services (Articles 17, 19) • Exclusive jurisdiction (Art. 23)

Date _____

Seal and Signature 

Advertising rules

- 1 - All companies participating in the Exhibition or performing services in the Sector may submit an advertising request to Senaf Srl (hereinafter, the "Organizing Secretariat"). The Organizing Secretariat has the right to accept such advertisement within wider or narrower limits.
- 2 - Advertising requests must be received by the Organizing Secretariat at least 60 days prior to the opening date of the Exhibition and must be signed by the requesting company's legal representative. All requests validly and irrevocably bind the requesting company but do not bind the Organizing Secretariat in any way. The Organizing Secretariat has also the right to accept requests received less than 60 days prior to the opening date of the Exhibition, reserving the right to give confirmation by the day preceding the opening of the Exhibition.
- 3 - For technical and organizational reasons, the Organizing Secretariat reserves the right to change requested or agreed locations and to limit forms of advertising, even if already confirmed, as well as to withdraw from the agreement in whole or in part due to force majeure, without such action giving the company any right to compensation or damages for any reason other than total or proportional reimbursement of amounts paid, as appropriate. The Organizing Secretariat reserves the right to assign advertising locations that are not specified in official documents.
- 4 - The amount for the requested advertisement will be included on the final invoice, payment of which must be made by the date specified thereon and, under all circumstances, by the first day of setting-up.
- 5 - In case of cancellation due to legitimate and documented impossibility, the requesting company may ask to be relieved of its obligations by sending a registered letter with return receipt to the Organizing Secretariat at least 60 days prior to the opening date of the Exhibition and paying 50% of the entire advertising cost as expenses and damages, without prejudice to the Organizing Secretariat's other rights. If such notice of cancellation is received less than 60 days prior to the opening date of the Exhibition, the company will be required to pay the full amount, the Organizing Secretariat reserving the right to decide whether to print the requested advertisement or not.

Date _____

Seal and Signature 