

EXHIBIT AT AFRICA'S LARGEST HEALTHCARE EXHIBITION

With expenditure on healthcare set to double over the next 10 years, the opportunities offered by markets across Sub-Saharan Africa are significant. A chronic shortage of local manufacture has led to a heavy reliance on imports with UK companies well positioned to meet this growing demand for healthcare products, systems and services.



The UK government has recognised Sub-Saharan Africa as a key market and as such made grants of £2,500 available to eligible companies booking 9sqm and above.

Africa Health is the largest healthcare exhibition in the region bringing together high-level distributors, agents, end-users and decision makers to identify solutions for their markets. The Medilink UK Pavilion at the show is an ideal opportunity for UK companies to meet new customers from across Sub-Saharan Africa and expand their business quickly and cost-effectively.

**07 - 09 JUNE 2017
JOHANNESBURG, SOUTH AFRICA**

Why Africa Health?

- Join over 9,300 attendees with 540 exhibitors from 62 countries
- Healthcare spend in Sub-Saharan Africa is set to exceed \$35bn by 2017
- Healthcare expenditure in South Africa alone is worth £9bn
- 90% of medical devices in the region are imported
- Largest regional show in Africa supported by private and national healthcare organisations

The Medilink UK Pavilion includes:

- **£2,500 funding grants available for eligible companies**
- High quality UK branded stand area and furniture package
- Access to British delegation hotel, transfer and flight packages
- Continual support from Medilink

“Africa Health has grown substantially year on year providing us with an ever improving platform at which to showcase our products and services to the wider Sub-Saharan region, accessing markets far beyond South Africa.”

Guy Everard-Hall
Export Manager
Huntleigh Diagnostics



BOOKING FORM

Company Name

Contact Person

Contact Number

Email

Website

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PAYMENT

Please complete the following details to let us know what size stand you require

A	Stand Cost (shell scheme) x £489 per m ²	£
B	Management fee £599 Medilink UK member £689 Non member	<input type="checkbox"/> Member <input type="checkbox"/> Non Member	£
C	Grant Application	<input type="checkbox"/> Request for Details	
D	PR Scheme (optional)	<input type="checkbox"/> Request for Details	
E	VAT 20% on management fee		£
F	Total	(A + B + C + D + E)	£
G	Deposit to secure booking	50% of F	£

Additional fees: companies are obliged to pay Informa Exhibitions £175 for Public Liability Insurance for the exhibition. This fee can only be waived where you supply your own Public Liability Insurance documentation with cover up to US\$1million valid in South Africa. Evidence of this must be provided in advance and a hard copy must be brought to site, otherwise you will be invoiced. A signed booking form will be taken as acknowledgement of this statement. A 14% charge for South African VAT will be appropriate for the majority of bookings, this will be included with your invoice.

Signature: Date:

I have read the conditions for participation at this event at: <http://bit.ly/1rifkdh> and a signed form will be taken as acceptance of these conditions.

Return completed forms to:

International Team, Medilink, 3 Smithy Wood Drive, Smithy Wood Business Park, Sheffield S35 1QN
Tel: 0114 232 9292 Email: international@medilink.co.uk

TERMS & CONDITIONS

1 BOOKING TERMS

Bookings are only valid upon receipt of a completed application form. Places on any Medilink Y&H overseas initiative will be allocated in strict order of receipt of the completed application forms. When overseas initiatives are oversubscribed places will be allocated in order of deposits received.

2 EXHIBITION STAND COSTS

The cost of the space and construction package is set out in the initiative application form. Costs have been calculated at an exchange rate current at the time of the creation of the exhibition package. Medilink Y&H reserves the right to surcharge participating companies for any exchange rate fluctuations greater than 2%, see liabilities statement below.

3 MANAGEMENT FEE

A non-refundable management fee is charged to cover the organisation of the initiative including recruitment; booking space; appointment of contractors & a travel agent; liaising with overseas networks; arranging; processing relevant grant applications; as well as the completion of any necessary documentation.

4 PAYMENT

All balances owed to Medilink Y&H must be cleared no later than 1 month prior to the event start date. Medilink reserves the right to cancel any service provision not paid for 1 month prior to the event start date. Payments should be made either by BACS or by cheque made payable to "Medilink Yorkshire and Humber Ltd" and sent to: The International Team, Medilink Y&H, 3 Smithy Wood Drive, Smithy Wood Business Park, Sheffield, S35 1QN.

5 EXHIBITION STAFFING AND DISPLAYS

- The exhibition stand must be in the name of a UK registered company
- Exhibitors should arrive at least 24 hours before the opening of the event to set up their display
- Stands must be staffed at all times by personnel conversant with the company's products
- Only goods or services of UK origin or to which the company holds territory rights should be displayed
- Exhibitors will be made aware of the official "handover" time. Prior to this time Medilink and their partners will not accept responsibility or liability for any loss or damage, nor will they be obliged to offer any exhibitions services

6 ALLOCATION AND ADJUSTMENTS TO STAND SPACE REQUIREMENTS

Medilink Y&H will endeavor to meet special stand requirements, but no position or facility can be guaranteed until the group pavilion floor plan is finalised. Any special requests for alterations to the appearance of the shell scheme design of the pavilion will be at the discretion of Medilink Y&H. Decisions will be based on the impact such alterations will have on the overall group and the UK brand. Final allocation of all spaces at an exhibition are at the discretion of Medilink unless a written agreement is in place.

7 LOCAL REQUIREMENTS

In the case of exhibitions, participants must acquaint themselves with the technical guidelines, requirements and other regulations relevant to the initiative. Medilink Y&H will not be held responsible for any claim arising out of a failure to comply with the requirements or regulations.

Any local taxes and or charges are the liability of the exhibitor and not Medilink Yorkshire & Humber or Medilink UK.

8 LIABILITIES AND INSURANCE

- The participating company is liable for any currency fluctuations where there is a shift in the currency rate greater than 2% at the point when Medilink Y&H is required to process payments on behalf of the participants.
- No liability shall be attached to Medilink or any member of their staff for expenditure incurred in connection with the event (other than the booking and of space and stand construction).
- No liability shall be attached to Medilink in respect of any accident, injury, loss or damage of any nature whatsoever arising out of or in any way connected with any display of goods at this event.
- No insurance of any kind is affected by Medilink Yorkshire & Humber.
- Medilink Yorkshire & Humber is not liable for any local taxes or charges levied before, during or after the exhibition.

9 APPLICATION FORM

On signing the application form, the participating company agrees to indemnify and keep indemnified Medilink Yorkshire & Humber against all costs, charges and expenses claims and losses of any nature suffered by Medilink Y&H and arising directly from, or attributable to, any act or omission of the company, its employees or agents including any claim in respect of any accident, injury, loss or damage arising out of, or in any way connected with, any display of goods at the event.

10 WITHDRAWAL

- Prior to the completion of a booking form, companies who have made formal enquiries may cancel their participation in any Medilink International activity.
- Following the receipt of a signed booking form and written confirmation cancelling an organisation's participation, Medilink will endeavor to resell the exhibition space or trade mission place. Should this not be possible the booking cannot be cancelled. Should the space be resold an administration charge may be deducted by Medilink prior to any refunds being made. This may include additional bookings alongside international activity such as flights and accommodation
- Withdrawal following the completion of a booking form but prior to paying a deposit, Medilink may seek compensation for any costs up to this point dependent on their ability to resell the space, package or event.

11 CANCELLATION OF THE EVENT

Medilink Y&H will bear no liability for loss or damage sustained as a result of circumstances beyond Medilink Y&H's control. If cancellation or postponement of the exhibition is considered necessary by the organisers, Medilink Y&H will be entitled to retain such proportion of sums paid by exhibitors as may be necessary to cover unavoidable losses and expenses. Medilink Y&H reserves its right to cancel its participation at this event should an insufficient number of companies sign up to exhibit.

12 SHOWCASE PACKAGES

Where appropriate Medilink will offer exhibitors a package through which they can exhibit. These packages are based around the attendance of an individual representative from the exhibitor unless otherwise stated on the booking form. Individual components of these packages may not be removed or exchanged. Showcase packages rely on provision of services and goods by third party contractors, as such Medilink Yorkshire & Humber reserve the right to cancel or amend their service offering in line with changes to the contractor provision.

13 INTERNATIONAL TRADE MISSIONS

Medilink alongside government and private sector partners will not accept the responsibility for adverse effects on planes trade missions and activities caused by external factors. In the case were external factors (exchange rate fluctuations, government event, natural events, decrease in participation etc) make a project unviable Medilink will endeavor to refund any unspent costs other than the Medilink management fee. By confirming a booking with Medilink Yorkshire and Humber or Medilink UK, clients confirm their understanding that Medilink can exert no direct influence over partners in relation to costs and reimbursements.

14 SAFETY

Companies and individuals booking with Medilink indemnify the Medilink and all associated trading names from all liability relating to the safety of individuals and stock/product.