

UK Pavilion at India Aviation 2012

14-18 March 2012

Begumpet Airport, Sardar Patel Road, Hyderabad, India



India remains one of the priority regions and markets for Aerospace and Civil Aviation.

The increase in world aerospace requirements for low cost manufacturing is predicted to result in Indian participation in aerospace growing globally from US\$20m in 2007 to over US\$ 2bn by 2015. India is also predicted to grow its engineering services sector to US\$5bn in the same period. The MRO business is also set to gain momentum, with a potential to service a fleet of 1000 commercial & 500 general aviation aircraft. Investments are being made to build & renew airport infrastructure, which include a projected Airports Authority of India (AAI) spend of INR 4662 Crores to modernize 35 Non Metro airports to world-class standards, upgrade of 80 airports to meet all operational communication requirements of air traffic services and construction of 10 greenfield airports.

The UK has been invited to be the show's 'Partner Country' for the 2012 and A|D|S has secured a large area within the Exhibition Halls for a UK Pavilion. As the Partner Country the UK Pavilion Exhibitors will be given priority at the shows' parallel events, giving you outstanding opportunities to network with the decision makers and influencers from within the Indian civil aviation market

The India Aviation 2012 show is 100% focused on the growing Indian Aviation Sector, offering tremendous business opportunities for aviation companies to do business in India. The show is organized by the Ministry of Civil Aviation, Government of India and the Federation of Indian Chambers of Commerce and Industry, FICCI and is supported by Airports Authority India (AAI), Air India, Directorate General of Civil Aviation (DGCA) and Pawan Hans Helicopters Ltd.

The 2010 show had over 5,000 business visitors over 3 days with over 200 exhibitors from: Canada, Czech Republic, France, Germany, Italy, Japan, Netherlands, Qatar, Romania, Russia, Ukraine, UAE, UK and USA.

The third edition of the show has already received an overwhelming response from industry, Boeing, EADS, Airbus, Bombardier, Bell Helicopters, CAA Bahrain, HAL, Hawker Beechcraft, Dassault, Gulfstream, Indocopters, International Aero Engines, Lufthansa Technik, Rolls Royce and Agusta Westland and have already reserved their participation and the organisers are awaiting the confirmation from many more international and Indian companies. From the Airports Sector, AAI, GVK and GMR have confirmed their participation.

Companies active in the following civil aviation categories should Exhibit:

- Aircraft
- Aircraft interiors
- Airlines, Airline Services & Air Cargo
- Aircraft Machinery & Equipment Companies
- Skill Development
- Airport Infrastructure

Benefits of being part of the UK Pavilion:

- Superior location
- Priority at the shows parallel events.
- Customised shell scheme
- Dedicated UK group brochure
- Lounge area
- Negotiated travel and freight packages
- UK representation and enhanced visibility as a group
- Pre/Post event and on site A|D|S management

Want to grow your business in India? This is your company's chance to do just that.

T: +44 (0) 20 7091 4500 F: +44 (0) 20 7091 4545 E: enquiries@adsgroup.org.uk W: www.adsgroup.org.uk

ADS Group Limited. Registered Office: Salamanca Square, 9 Albert Embankment, London, SE1 7SP, UK. Reg. No. 7016635 England & Wales.

JULY 2011

General Information

Uk Group Location & Layout

Spaces will be allocated on a first come first served basis. Where ever possible we will accommodate your preferred stand location. However this may not always be possible, particularly where changes are requested by the exhibition organiser or in order to make the most economical use of the floor space available. Please indicate your preferred stand locations on the attached draft layout. NOTE: any stand numbers shown are for reference purposes only – final numbers will be allocated by the organisers. Confirmation of your stand booking will be sent to you shortly after receipt of application and payment of the 50% deposit. Deadline for application is **9 December 2010**.

Walk on Package

Minimum area available: 6 Sqm

Each shell scheme stand will be provided with a themed “walk on package” which will include **carpet, walls with display surface, company name, lighting, an electric power point and UK branding** (PLEASE NOTE, NO STORAGE AREA IS AVAILABLE FOR TRANSIT PACKING CASES FOR EXHIBITS.) If you transport items yourself, it is your responsibility to remove them from site during the exhibition. Additional furniture will also be available from our stand contractor. The UK group will portray a co-ordinated UK image at this event by use of stand design and theming.

A typical shell scheme stand design for illustration purposes only.



Space Only

Minimum area available: 24 Sqm (**price on request**)

Those companies wishing to use larger areas to construct their own stands or display large exhibits such as vehicles are able to book space only sites. You will still be in a position to use the A|D|S facilities onsite, but all design and

construction of the stand, including electrics and carpet, will be your responsibility.

Any display panels / walls on the stand exceeding 1 metre in height must not extend for more than half of any one side of the stand (unless the length is an adjoining back wall of another stand). This is to ensure no stand is enclosed and no neighbouring stand is overshadowed. The rear of any such display / wall must be finished or covered professionally to ensure no framework or supports are visible. Stand design drawings must be submitted to A|D|S as well as the exhibition organisers for approval.

UK Trade & Investment TAP Grant Scheme
Deadline: Friday 13 January 2012

The event will be supported by UK Trade and Investment (UKTI) under the TAP scheme. There are **5** grants available at a flat rate of **£1,400** to eligible companies as per the [UKTI TAP Exhibitor Terms and Conditions '11/'12](#) under “**1.1 Eligibility to apply for grant**” “the first 3 key eligibility criteria are:

- 1) Participants must be a UK* based business or organisation...
- 2) Participants must be a small or medium sized enterprise as defined or a UK university or UK Government funded centre of higher or further learning, or a UK Government-funded research organisation;
- 3) Participants must be a new exporter as defined or have exported for no more than 10 years;

for full Terms and Conditions click the link above or contact me.

Costs

The costs are generated from the organisers' published prices and allow for current exchange rate fluctuations. The cost also includes discounts earned by A|D|S from the organisers as sponsor.

Also included in these costs:

- Hospitality & Internet : For those wishing to take refreshments throughout each day or entertain guests away from their stand, a hospitality area will be provided serving hot & cold drinks and light snacks.
- UK Publicity Information: A|D|S will ensure company's literature is available at the press office. This information will also be available from the A|D|S stand for visiting journalists, VIPs and visitors to the group during the exhibition. A UK Pavilion brochure will be

compiled containing exhibitor's contact details and products and services listing along with a layout of the group. This will be distributed to visitors at the exhibition.

- A|D|S Resources: Management and liaison with the organisers will be handled on behalf of exhibiting companies by A|D|S personnel dedicated to the exhibition for the duration of your involvement, both in the office and onsite during the exhibition.

Application Form

The application form enclosed is all that you need to complete and return to A|D|S with the 50% deposit immediately. Further details including access to the Exhibitors' Manual, which will include all the exhibitor forms issued by the INDIA AVIATION organisers, will be supplied in due course.

Summary Of Cost Of Participation

Shell scheme walk on package; £595 per Sq.m.

Management Fees:

6-36 SqM A|D|S Non Member £500

37+ SqM A|D|S Non Member £900

Appointed Contractors

STAND DESIGN AND CONSTRUCTION:

Official Show Contractors.

FREIGHT: A|D|S have appointed Premier Showfreight Limited to handle freight for the UK Group at LIMA 2011. Please contact them for a quotation and confirmation of sea and air freight services available.

Premier Showfreight

Airport House

Purley Way

Croydon

Surrey

CR0 0XZ

Tel: +44 (0) 208 915 1074

Fax: +44 (0) 208 915 1050

Contact: Neil Frankcom

Email: Neil@premiershowfreight.com

TRAVEL AND ACCOMMODATION: A|D|S has yet to appoint a company to handle travel and accommodation for the UK Group. Their contact details will be supplied at a later date.

TBA

Export And Trade Control Licences

X-listed Security-cleared Companies are reminded of the following, which affect all X-listed companies:

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- companies must ensure that they always have 680 clearances from EPA, at the UK MoD, for any and all promotional or contract negotiation activities associated with goods and technologies which are assessed by DDefSy as being "protectively marked" or for technology which has not yet received a classification;
- shipments of controllable goods, permanently or temporarily, must not be made through making use of a carrier belonging to a country to which their sale is embargoed.

Exhibitors in the security and defence sectors should be aware that their products, technology and / or commercial publicity and information may require to be licensed for export from the UK, even if on a temporary basis. For further details contact the Export Control Organisation (Tel: +44 (0)20 7215 4594)

The Export Control Act 2002 created the need for Trade Control Licences in respect of any involvement in the arrangement or facilitation of the movement of certain goods between two or more overseas nations without the goods touching UK soil. There are, in addition, a number of countries which are subject to stricter trade controls, as they have "embargoes" on them. Companies should always ensure that they check out the very latest details of the UK's sanctions/embargoes restrictions at: <http://www.fco.gov.uk/en/about-us/what-we-do/services-we-deliver/business-services/export-controls-sanctions/country-listing/>

In all cases it is the exporter's direct responsibility to ensure the proper Export Licence and/or Trade Control Licence is in their possession before the activity takes place. A|D|S Group accepts no legal responsibility for any actions resulting in prosecutions arising from a failure to obtain necessary export or trade control licences from the British Government prior to exhibitions taking place.

Advice on the need for export and/or trade control licences can be obtained from the Export Control Organisation.

Companies can also seek help, advice and guidance on the controls from:

Mr Brinley Salzmann

Director – Overseas & Exports, A|D|S Group

Tel: +44 (0) 207 091 7822

Fax: +44 (0) 207 091 4545

E-Mail: Brinley.Salzmann@adsgroup.org.uk.

India Aviation 2012

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Hyderabad, India



COMPANY/ORGANISATION AND CONTACT

Company Name			
Address			
		Post Code	
www	Email		
Contact Name	Tel		
Position	Fax		

Shell Scheme (min 6sqm)	_____ No. of sqm x £595	£	<input type="text"/>
Non –Member Management Fee	6-36 sqm £500.00		
	37+ sqm £900.00	£	<input type="text"/>
Total Cost		£	<input type="text"/>
50% payment is due with application		£	<input type="text"/>

METHOD OF PAYMENT:

By Credit Card: Debit my credit card for: £ _____ Amex MasterCard Visa/Visa Debit Maestro

**American Express Credit Cards are subject to a 3.85% fee. Please include the 4 digit CVI or Security code on reverse of card.

Card No: _____ *CVI No. _____ Expiry Date: _____

Name (as it appears on the Card) : _____ Signature _____

Registered Card Address _____

_____ Post Code _____

*CVI No. This is the 3 or 4 digit code found on the reverse of your card **NB; A|D|S will destroy the CVI code once payment has been processed.**

By Cheque: I enclose a cheque for £ _____ made payable to "ADS Group Limited"

By Bank Transfer (purchase order no./company ref. **MUST** be quoted): PO/Ref _____

Sort Code: 60-08-13 Account Number: 58057145, IBAN: GB68 NWBK 6008 1358 0571 45
National Westminster Bank, 2 Alexandra Road, Farnborough, Hampshire, GU14 6YR, UK

- Payment in advance is required to secure your booking and should be received with this application form.
- Cancellations: Charges will apply. Please read the Terms and Conditions for Participation in A|D|S Events on the reverse of this form.
- Submitting a completed application form confirms your agreement to the Terms and Conditions for Participation in A|D|S Events.
- Submission of the above credit card information confirms your agreement to debit those details for the required booking payment.

PLEASE SEND YOUR COMPLETED BOOKING FORM TOGETHER WITH PAYMENT TO: CHER BELL-SMITH A|D|S, 9 Albert Embankment, Salamanca Square, London, SE1 7SP TEL: +44 (0) 20 7091 4507 FAX: +44 (0) 20 7091 4545 E-MAIL: cher.bell-smith@adsgroup.org.uk

A receipted VAT invoice will be forwarded.

FOR INTERNAL USE ONLY:

VAT registration number 991 2734 95

Booking ref:

Org ID: