

Featured Speakers

ExxonMobil 埃克森美孚
Mr Thomas Mo
Treasurer HK/China

Motorola 摩托罗拉
Mr Donal Bream
CFO China

Unilever 联合利华
Mr James Bruce
CFO Unilever China Group

Merck China 默克
Christie Zou
Finance Director China

BBK Electronics Corp. LTD. 步步高
Alice Cheng
CFO

Adidas 阿迪达斯
Mr Erick Haskell
CFO China

Pepsi 百事
Mr Kim Man Wong
Financial Controller (HK)

**CORPORATE STRATEGIES,
CAPITAL MARKET,
INNOVATIVE SOLUTIONS**
公司战略 资本市场 财务创新

Leadership Keynote 主旨演讲

John Snow 约翰·斯诺
Secretary of the Treasury (2003-2006)
美国财政部部长 (2003-2006)

2008 CHINA CFO FORUM

中国首席财务官论坛

BEIJING · CHINA

中国 北京 威斯汀大酒店 2008年5月7日
WESTIN HOTEL, BEIJING, CHINA MAY 7, 2008

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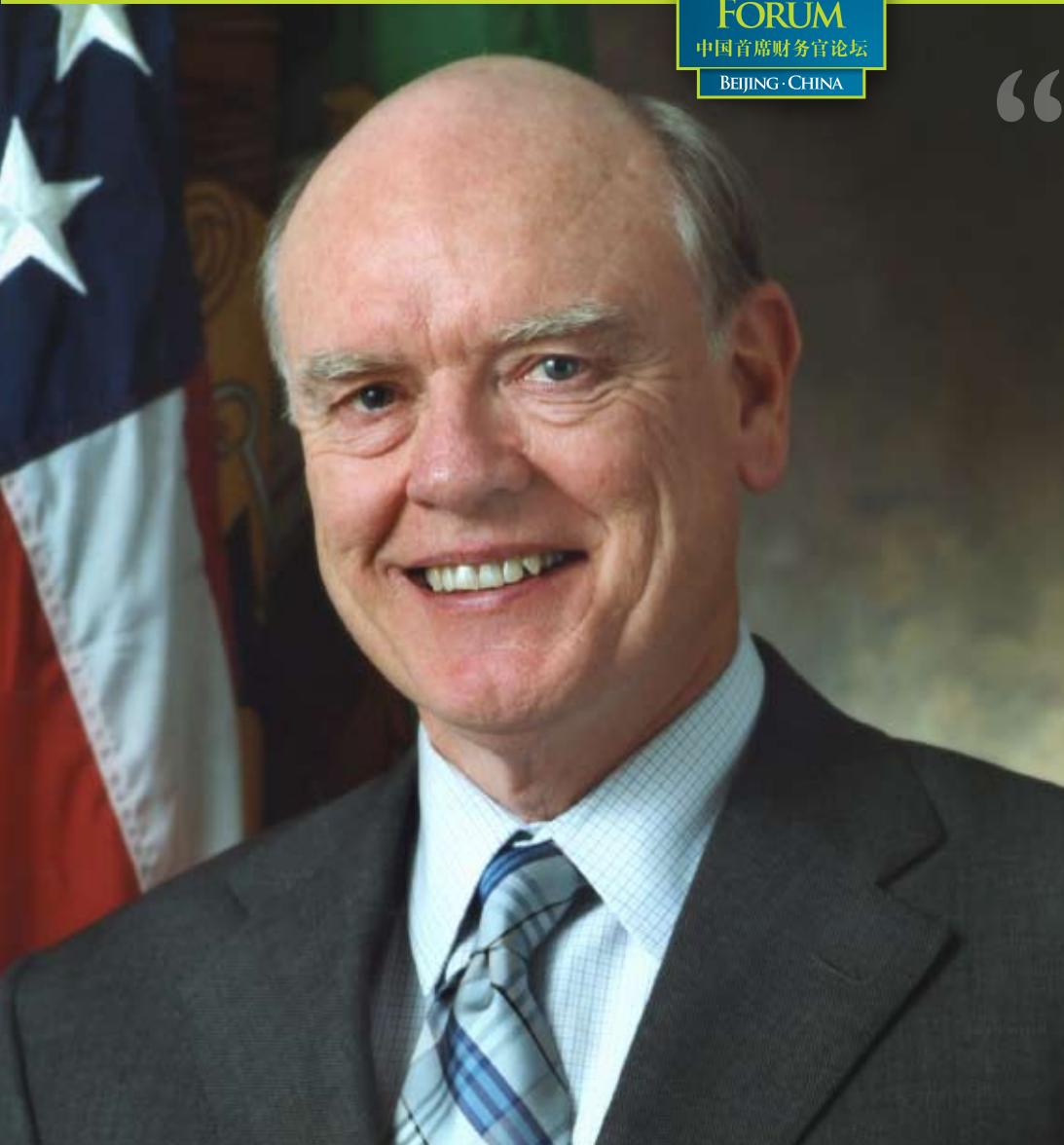
2008
CHINA
CFO
FORUM
中国首席财务官论坛
BEIJING · CHINA

公司战略 资本市场 财务创新



CORPORATE STRATEGIES, CAPITAL MARKET,
INNOVATIVE SOLUTIONS

公司战略 资本市场 财务创新



Risks and Opportunities of International Business

Why are some economies more successful than others? Why does economic reform thrive in East Asia while it flounders in many countries in Africa and Latin America? What kind of risks do other countries' economies face, and in turn, what specific threats or opportunities do they pose to the U.S.? Snow discusses how other nations deal with fast-changing economic dynamics that can produce instability and reveals what the U.S. can learn from it. Audiences will confidently walk away from Snow's presentation knowing how to be better prepared for constant fluctuations in the global business and capital markets.

国际贸易的风险与机遇

约翰·斯诺将分析全球成功的经济体系以何取胜？解析东亚如何通过经济体制改革成为一个经济发展最为迅速、最具生机活力的地区，而非洲和拉丁美洲的经济发展为何又停滞不前？讨论各国经济发展中存在的主要风险，而这些潜在的风险究竟会对美国经济的发展带来阻碍还是机遇？届时，约翰·斯诺还将为参会者分析各国如何应对瞬息万变的动态经济体系所造成的某种不稳定性，从而展示各国可以相互借鉴的成功应对方案。相信参会者通过聆听约翰·斯诺的精辟演讲，必将会在将来面对全球商业和资本市场中持续出现的经济波动时更为从容和自信。

John Snow, Secretary of the Treasury (2003-2006)

From international business, to managing risk overseas, to the global economy and the U.S.'s role in it, John Snow forecasts what's ahead for global business, investment and economic trends.

Legacy of Surging Economic Growth: As the secretary of the treasury in President George W. Bush's Cabinet, John Snow left a remarkable record of achievement: his calm and measured leadership and understanding of global markets is widely credited as a prime reason why the U.S. economy continues to expand, and the world is experiencing unprecedented prosperity. Drawing on his broad experience in business and government, Snow deftly addresses the key economic issues of our time – including management of the deficit, tax reform, health-care policy and what can be done to reduce trade imbalances – with a real insider's view of the economic policy-making process.

Global Economic Coalition Builder: Snow is regarded as an international industry expert and consensus builder of the highest order. As leader of the president's economic team, Snow effectively engaged with his foreign finance counterparts around the world to implement policy to stimulate global trade and growth and reduce systemic risks. He shares his views on the outlook for continuing financial market reforms and what needs to be done to sustain global growth.

Distinguished Business Leader: Calling on his extensive experience in both the public and private sectors, Snow offers a valuable perspective as to the key role that financial markets play in promoting economic growth and development. Chairman of Cerberus Capital Management and former CEO of CSX Corporation, Snow discusses the dramatic changes occurring in the structure of the global economy with the emergence of developing countries such as India, China and Brazil, and addresses the principal risks and rewards associated with globalization, and what U.S. business leaders can do to compete and succeed in this new environment.

约翰·斯诺，美国财政部部长 (2003-2006)

约翰·斯诺拥有弗吉尼亚州立大学经济学博士学位以及乔治·华盛顿大学法律学学位。在担任美国财政部长之前，斯诺曾担任USX、Circuit City、强生制药和Verizon的董事。约翰·斯诺是一位出色的商业领袖，无论是作为经济政治专家、公务员还是在学术方面，都有优异的表现。

美国经济稳健增长的推动者：作为布什政府内阁成员之一，美国前财政部长约翰·斯诺在他任职期间为美国经济复苏做出了卓越的贡献。他处事冷静而且具有非凡的领导力，同时他也能洞察整个全球市场的千变万化。因此，大家普遍认为约翰·斯诺在任期间对美国经济能够保持稳健的增长趋势，全球经济呈现出空前的繁荣态势，有着不可或缺的影响力。约翰·斯诺在政商界都有广泛的人脉和丰富的经验。因此，在本次演讲中，他作为一个经济政策的制订者，将以他独到的视角为大家分析当今世界众多经济热点问题，包括财政预算控制、税制改革、医疗保健政策以及如何避免贸易不平衡等专题展开深入的探讨。

加强全球经济合作的提倡者：约翰·斯诺被公认为国际商业领域的专家。作为美国政府经济部门的领导者，约翰·斯诺致力于与全球其他国家经济政策的制订者和执行者展开广泛的合作，有效地带动全球贸易增长，管控经济体系内的风险。同时，约翰·斯诺也非常关注金融市场持续不断的改革状况以及分析怎样的经济措施能够保持全球经济贸易的不断增长。

卓越的商业领袖者：约翰·斯诺在政商界有着广泛的人脉和丰富的经验，在担任美国财政部长之前，他曾是美国东部最大的铁路运输公司CSX的首席执行官。因此，在推动美国经济增长和发展的进程中，约翰·斯诺有创造性的观点对此有着举足轻重的影响。近年来，发展中国家包括印度、中国、巴西等国的经济发展突飞猛进，这对全球经济结构的重组有着至关重要的影响。对此约翰·斯诺也有深入的研究，他分析了此中会出现的主要风险和对全球经济合作的推进作用。同时，他对美国商业领导着应该如何在这样的新经济体系中应对全球的竞争并保持领先的地位也发表了他具有前瞻性的观点。

论坛简介

由中国注册会计师协会与REX公关共同主办的2008中国首席财务官论坛将于2008年5月7日在北京威斯汀大酒店隆重举行。

作为中国最具权威的由各大国有企业，跨国企业及大型民营企业总会计师组成的全国性行业协会组织，中国注册会计师协会将与REX共同邀请国家领导，国家财政部，国家税务总局和各主要相关部门领导 & 各界主流，并具有影响力的大型企业亚太地区或中国区CFO，就2008年，在企业战略、信息化、财务管理，税务及资本市场上在中国及亚太地区将面对的机遇与挑战进行深入的研讨。同时论坛非常有幸的邀请到了美国前财政部部长约翰·斯诺先生阁下出席，并做主旨演讲。

公司的核心领导者-首席财务官在现代商业领域中已经扮演着越来越重要的角色。CFO的职能也不仅仅限于董事会的参与、未来的设想和规划，公司业务的管理这些范畴。

现代商业世界正处于一场公司兼并与收购的革命，上市已经成为全球领先企业的首要目标，尤其是在中国。在全球商业及金融领域有着丰富经验的第一代企业领导人正将他们的企业和权利传递给下一代年轻人。他们有信心并知道如何使用最佳的方法使公司融入全球资本市场。

首席财务官要实现完美的企业运做则应具备极强的金融管理能力，不仅需要针对内部财务进行控制管理，也要成为CEO的战略决策顾问对企业的方针政策、发展前景、潜在利益等提供建议，以及选择与金融伙伴的合作来促进公司超水平的利润增长。

2008年中国首席财务官论坛，将为中国的首席财务官们提供一次与全球大师面对面沟通的机遇，并与其他首席财务官一同分享最前沿的热点。国家领导和相关部委的高层领导将拉开此次论坛的帷幕，此次论坛必将成为亚太地区的首席财务官交流的盛会，共同提升中国CFO的企业领导力。

会议亮点

- 通向私募股权与资本市场的门户
- 收购&兼并
- 如何为上市做准备
- 国际贸易和国内宏观紧缩经济形式的风险管理
- 权威机构对中国2008经济分析
- 公司战略
- 领导一个创新和完胜的团队

目标观众群

政府

- 国家财政部与国家税务总局领导
- 各省市财政局与税务局领导

高级财务经理

集团首席财政官
首席财政官
财务总监
财务副总裁
总经理的财务
集团财务
财务总监

行业

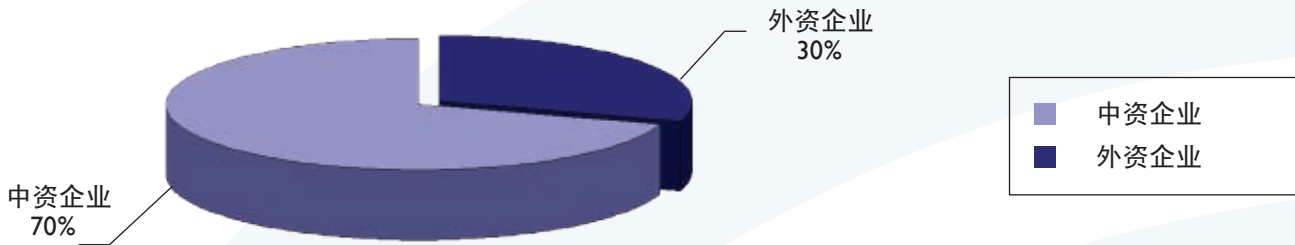
- 来自海外的财务，会计，税务协会及财政局的代表
- 来自中国领先的国有公司和财富500强企业的首席财务官

战略决策者

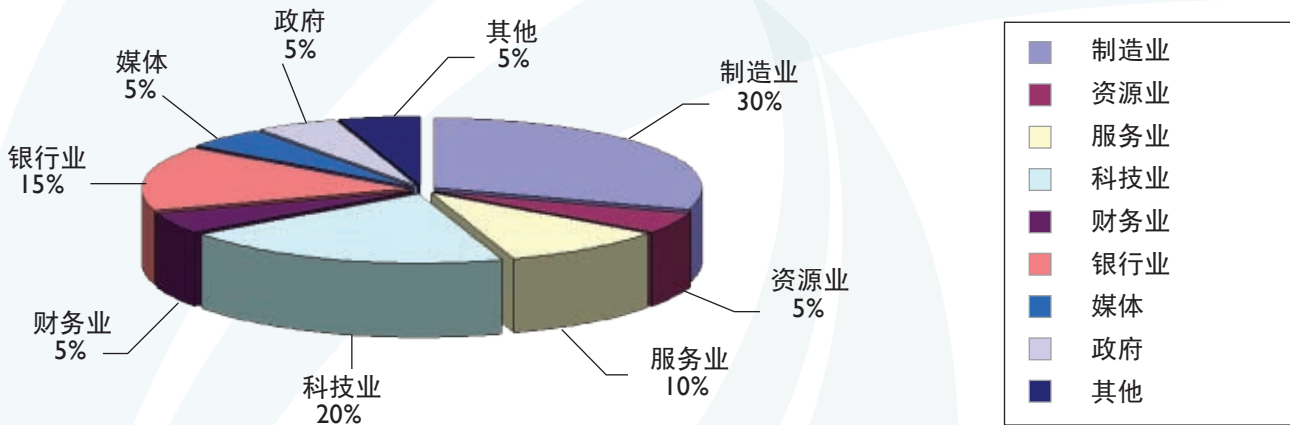
首席执行官
首席运营官
行长
常务董事
公司部长
执行董事



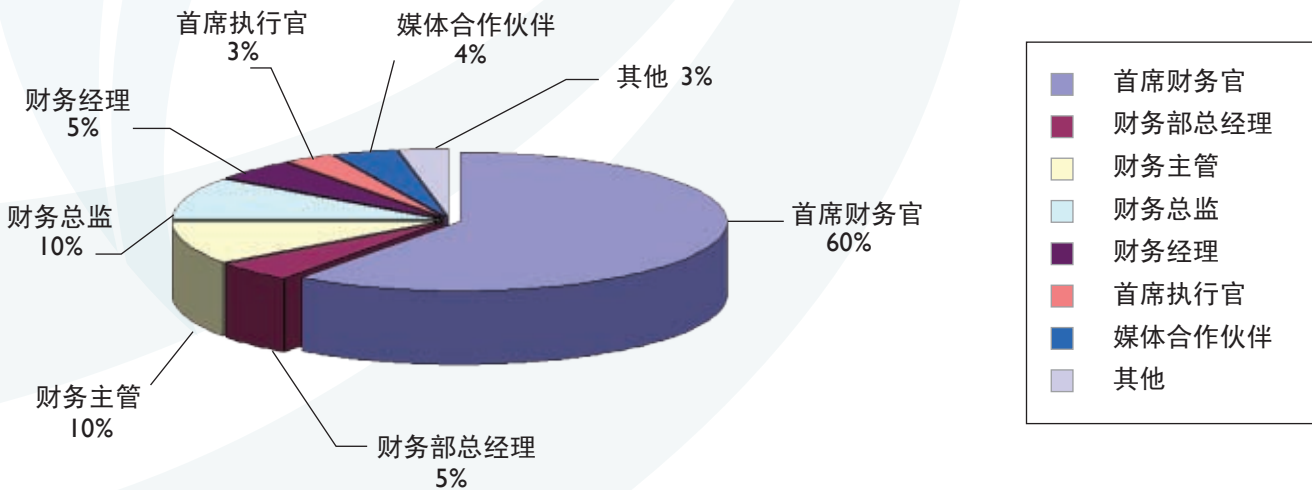
与会中外资企业比例



与会人员行业分布情况



与会人员职业分布情况



日程安排

上午

- 08:00 - 09:00 注册, 茶点 ☕
- 09:00 - 09:15 领导致辞
国家领导人
国家财政部领导
国家税务总局领导
- 09:15 - 09:30 中国经济前瞻性展望
- 2007中国经济回顾
- 2008经济发展展望
- 产业和区域发展趋势
- 中国经济产业调整方向
- 09:30 - 09:50 主旨演讲
美国前财政部部长约翰·斯诺: 国际贸易的风险与机遇
- 09:50 - 10:00 问答
- 10:00 - 10:25 茶歇 ☕
- 10:25 - 10:40 中国石油天然气总公司
- 10:40 - 10:55 中国电信集团
- 10:55 - 11:25 CFO: CEO的左膀右臂

James Bruce
CFO Unilever China Group
Unilever 联合利华
- 11:25 - 12:00 圆桌论坛—首席财务官在新经济时代中的角色变化
- 首席财务官是股东策略制定与价值增长的驱动者及影响者
- 关注财政声誉的维护 and 公司发展机遇的把握
- 首席财务官的角色需求—运营主管、战略家、公司的催化剂
- 首席财务官如何平衡不同的角色及董事会和股东日益增长的需求

James Bruce
CFO Unilever China Group
Unilever 联合利华

China Petroleum 中国石油天然气总公司

China Telecom 中国电信集团

Donal Bream
CFO China
Motorola 摩托罗拉

Kim Man Wong
Financial Controller (HK)
Pepsi 百事可乐

Christie Zou
Finance Director China
Merck China 默沙东(中国)有限公司
- 12:00 - 12:10 现场嘉宾沟通交流
- 12:10 - 13:25 自助午餐
VIP与斯诺财长共进午餐

下午

- 13:25 - 13:55 机构重组对CFO的提示

Donal Bream
CFO China
Motorola 摩托罗拉
- 13:55 - 14:25 战略执行力—寻求独特的发展路线, 建立一个完善的战略管理系统
坏消息—90%的公司没有良好的执行计划能力。好消息—10%的公司拥有强劲的执行力。如果你能成为10%其中之一你会得到其他人无法得到的竞争优势。毋庸置疑, 执行策略能力成为执行议程最重要的一个方面。演讲嘉宾会分享他的经验和决策, 决策执行会成为学习、培养和运用的重要科目。

Alice Cheng
CFO
BBK Electronics Corp. 广东步步高电子工业有限公司
- 14:25 - 14:55 在中国建立世界级的财政机构

Erick Haskell
CFO China
Adidas 阿迪达斯
- 14:55 - 15:15 茶歇 ☕
- 15:15 - 15:45 信息化企业: 首席财务官需认清信息技术的革新将为企业创造最大的价值
IT是否影响财务执行? 这个部分将概括地描述公司寻找相似的市场领先技术、信息流量、决定权分配、奖励和晋升、雇佣政策和培训系统的机遇与风险。

Lenovo 联想集团
- 15:45 - 16:15 与优秀的金融伙伴结盟
一个企业的成功与否, 除了良好的内部管理和财务体系外, 还需要其他金融伙伴的大力支持与密切合作。
强有力的金融伙伴可以在银行业务、进出口业务、信贷、融资、保险、投资等各方面全力协助企业的发展与成长, 并时刻提供专业并具有建设性的意见, 更好的帮助企业规避风险, 提高赢利
- 16:15 - 16:45 CFO—通过成功的收购及兼并为股东创造价值的幕后人
近年来, 随着VC, PE在中国的崛起和大举进入, 收购、兼并已成为需要企业面临的主要课题和发展方向, 其中CFO将会是这场游戏中除CEO外最大的幕后操盘手, 他的专业知识和智慧将为企业和股东创造真正的价值利益并将损失最小化。
- 16:45 - 17:25 通向资本: 如何上市?
公司在经历了成长、整合期之后, 如何通过上市募集更多资金帮助企业发展壮大已经摆在许多企业家和CFO的面前了。据报道, 2008年中国的IPO市场将达到1000亿美元, 如此巨大资本市场, 该如何选择正确的通路和方法, 如何选择最佳的合作伙伴, 步步为营?
- 17:25 - 17:30 中国总会计师协会主席致闭幕词
- 17:30 - 17:55 鸡尾酒会 🍷

Programme

Morning

- 08:00 - 09:00 Registration and Coffee ☕
- 09:00 - 09:15 Opening Address
Senior Government Leader
Representative from Ministry of Finance
Representative from State Administration of Taxation
- 09:15 - 09:30 The economy - 2008 and beyond 2008
- Current China economic forecasts
- Future industry economic development
- Is it the right time to expand overseas
- How to adjust your corporate strategy accordingly
- 09:30 - 09:50 Leadership Keynote Speech
Hon. John .W. Snow, Former Secretary of the Treasury - Risks and Opportunities of International Business
- 09:50 - 10:00 Question & Answer with Hon. John .W. Snow
- 10:00 - 10:25 Refreshment Break ☕
- 10:25 - 10:40 China Petroleum
- 10:40 - 10:55 China Telecom
- 10:55 - 11:25 CFO: The CEO's right hand

James Bruce
CFO Unilever China Group
Unilever
- 11:25 - 12:00 Interactive Panel Discussion: The changing role of the CFO
-The CFO is the key person whom influences and propels corporate strategy to achieve target growth in shareholder value.
-Protecting corporate financial reputation and searching corporate growth opportunities.
-The different roles and demands to today's CFO – operations chief, steward, strategist, corporate catalyst.
-How should the CFO balance the different roles demanded by the board and shareholders.

James Bruce
CFO Unilever China Group
Unilever

China Petroleum

China Telecom

Donal Breem
CFO China
Motorola

Kim Man Wong
Financial Controller (HK)
Pepsi

Christie Zou
Finance Director China
Merck China
- 12:00 - 12:10 REX Business Utility Download
- 12:10 - 13:25 Buffet Luncheon
A Luncheon with Hon. John Snow (VIP only) ☕

Afternoon

- 13:25 - 13:55 Restructuring & Organization – Implications for CFO
Donal Breem
CFO China
Motorola
- 13:55 - 14:25 Strategies Execution - Develop your own road map to becoming a successful strategies focussed organization
The bad news—90% of organizations are unable to execute their strategies. The good news—10% of organizations do successfully execute. If you can be one of the 10%, you will have a competitive advantage that is difficult for others to match. No wonder the ability to execute strategy has become the number one issue on the execution agenda. The speaker will share the insights drawn from his experiences and insights leading the conclusion that strategy execution is a discipline that can be learned, cultivated and applied.

Alice Cheng
CFO
BBK Electronics Corp.
- Mr Thomas Mo
Treasurer HK/China
ExxonMobil
- 14:25 - 14:55 Building A World Class Financial Organization in China

Erick Haskell
CFO China
Adidas
- 14:55 - 15:15 Afternoon refreshments ☕
- 15:15 - 15:45 The Digital Organization: what every CFO needs to know about creating value from technology
Does IT matter for financial performance? This session will outline the opportunities and the risks for companies seeking to emulate these market-leading firm's use of technology, information flows, allocation of decision rights, incentive and promotions systems, hiring policies and training systems.

Lenovo
- 15:45 - 16:15 Aligning with strategic financial partner
The ingredients for successful organizations can be its efficient internal management and strong financial structure but it will also require strategic financial partnerships' support and intimate cooperation in many areas.
Close financial partnership could provide businesses with financial services such as import & export transactions, credits, loans, insurance, investment advice to fully support business growth and development and at the same time providing financial expertise to help businesses minimize risks can be a win-win situation.
- 16:15 - 16:45 CFO's - the person behind successful mergers and acquisition for creating shareholder value
In recent years, PE/VC companies have entered China with aggressive movement fueling businesses to face critical development issues through merger and acquisition. CFO's are the main driving forces besides CEO's. They have the professional expertise and knowledge to maximize shareholder value and to minimize accounting risks
- 16:45 - 17:25 Gaining access to capital: How to navigate the IPO market
Many businesses are experiencing stagnant growth and restructuring is a necessary and vital part for the business during this period. How to best navigate the IPO market to gain more capital and help business growth lies directly in front of the CFO. According to recent forecasts, China's IPO market in 2008 will reach more than USD\$ 100 billion. Given the sheer size of the market, how does the CFO find the correct channels and choose the best partnerships?
- 17:25 - 17:30 Closing Remarks from Chairman of China Association of Chief Financial Officers
- 17:30 - 17:55 Cocktail Party ☕

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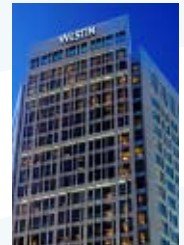
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传真: +86 10 6606 8899

酒店住宿:

本次活动门票不包含住宿及交通费用。
中国·北京·威斯汀大酒店将为本次活动提供特别住宿优惠价格, REX 将会为所有已注册的与会来宾提供酒店定单表格。



与会嘉宾个人资料

(其他参会者也需填写个人信息, 本表格复印有效)

姓: _____ 名: _____ 博士 先生 女士 小姐
国籍: _____ 出生日期: _____ 公司: _____
职位: _____ 行业: _____ 公司地址: _____
办公电话: _____ 分机: _____ 传真: _____ 移动电话: _____ 公司网址: _____
电子邮箱: _____ 助理: _____ 电话: _____ 电子邮箱: _____

付款方式

注册费用必须在注册后 3 日内支付。主办方将在收到你的注册费用之后立即为你送达注册确认函, 你的注册信息可通过本次活动的官方网站提供给我们。

 银行转账

人民币账户:

收款单位: 上海万妙现瑞会展有限公司
银行账户: 9122 0001 730101
德意志银行上海黄浦支行
地址: 中国上海市延安东路175号旺角广场IF

USD Account:

A/C Name (收款户): REX EVENTS & PUBLIC RELATIONS LIMITED
A/C No. (收款帐号): 00000501510018727
Bank (开户银行): Standard Chartered Bank Shenzhen Branch
Swift Code (银行代码): SCBLCNSXSHZ
Bank Add (收款行地址): Unit 1-8, 52F Shun Hing Square Di Wang Commercial Centre, No. 5002, Shennan Road East, Shenzhen China 518008, PRC

Tel: 86-755-82461688
Fax: 86-755-82465108

(请注明活动编号 CFO0308 和与会者姓名, 以便我们确认费用支付方。)

声明

本人确认以上所有提供信息真实、准确, 并自愿将所提供的资料供主办方使用, 并仅作为参加本次活动的身份核实与记录使用。

 本人同意 REX 公司付款条款。

签名: _____

日期: _____

关于会议现场文稿资料和实况光碟

我无法参加本次活动, 但希望能够得到本次活动况。请寄给我一份相关文稿材料和实况 DVD, 价格为 USD300 元

* 以上价格不包含物品的国内外快递费用。

取消和变更

若您无法参加本次活动, 可指定相应人员代替出席, 无需额外付费。所有的取消注册必须在活动开始日期 60 天前以书面形式提出申请, 我们将扣除 20% 的注册费用并退还余款。或您可以选择将注册费用用于一年内 (以注册之日起) 由 REX 主办的任何一场精彩活动。活动开始日期前 60 天 (包括该天) 我们将不再接受取消注册。若任何在支付注册费用之后推出的促销优惠都不实行兑现。

条款

所有款项已含税。在注册表印刷之前, 所有此表格上的信息均为正确, 但主办方可以在不提前通知的情况下因具体情况更改部分内容及时间安排。主办方将会对未获得成功申请的人士退回所有申请款项。由于此活动的嘉宾人数有限, 主办方将按照先报名、先付款、先确认的原则进行名额配置。如果您在付款后没有出席活动, 主办方将不会进行任何退款处理。所有形式的注册预定都将遵循以上条款。

赞助方案

	白金赞助商	黄金赞助商	赞助商	展示展览赞助商	午餐赞助商	茶歇赞助商
					承担所有 餐饮费用	承担所有 餐饮费用
每场赞助金额 (美金)	\$100,000	\$70,000	\$40,000	\$10,000	\$10,000	\$5,000
论坛期间						
主题演讲 (40分钟)	是	是	-	-	-	-
圆桌论坛	是	是	是	-	-	-
参会证 (张)	10	7	5	2	2	1
工作证	8	5	3	2	2	1
演讲台背景板显示公司标志	显著	白金赞助一半	白金赞助四分之一	标准	标准	标准
注册签到处、VIP室、媒体区、第二会议厅 适当位置显示公司标志	显著	白金赞助一半	白金赞助四分之一	标准	标准	标准
鸡尾酒会演讲展示区	是	是	仅限于酒类	是	-	-
鸡尾酒会演讲展示板	是	是	仅限于酒类	是	-	-
午餐区横幅展示	-	-	-	-	是	-
茶歇区域横幅展示	-	-	-	-	-	是
午餐播放TVC	-	-	-	-	是	-
休息时段VIP座位和VIP房间服务	是	是	是	-	-	-
开闭幕式赞助商致感谢词	是	是	-	-	-	-
光地展位: 2米 x 2米 & 3张椅子	2	1	1	1	1	-
大会介绍封面位置显示标志	是	是	-	-	-	-
公司简介介绍刊登于大会介绍 赞助商介绍部份	1页	半页	1/4页	200字	200字	100字
官方论坛杂志广告	2页	1页	1页 (内页)	1/4 (内页)	1/4页 (内页)	否
官方论坛杂志文章	2页+照片	1页+照片	1/2页	-	-	-
注册包中放置企业宣传册	是	是	是	是	是	是
安排与与会政府代表和商业领导会谈	是	-	-	-	-	-
新闻发布会邀请函	是	-	-	-	-	-
不少于两家主流电视媒体报道	是	是 (1家)	-	-	-	-
安排1家主流媒体电视采访公司CEO	是	-	-	-	-	-
安排2家主流报章杂志媒体采访公司CEO	是	-	-	-	-	-

	白金赞助商	黄金赞助商	赞助商	展示展览赞助商	午餐赞助商	茶歇赞助商
					承担所有 餐饮费用	承担所有 餐饮费用
每场赞助金额 (美金)	\$100,000	\$70,000	\$40,000	\$10,000	\$10,000	\$5,000
论坛前期						
所有活动市场资料显示公司标志	是	是	是	是	是	是
活动官方网站主页设置公司链接	是	是	是	-	-	-
公司标志通过宣传邮件 发至50+市场合作伙伴	是	是	是	-	-	-
REX 活动通过宣传邮件 发至10,000家指定公司目标客户群	3 次	2 次	1 次	-	-	-
其他工作人员或嘉宾参加会议享有25%折扣	是	是	是	是	是	是
论坛前期						
会议结束后提供与会嘉宾名单	是	-	-	-	-	-
三周内提供论坛调查报告	是	是	是	是	是	是
四周内提供论坛DVD	是	是	是	是	是	是

赞助标准条款和条件

赞助资格 活动组委会保留独自判断是否接受任何一份赞助资格申请的权利，并且可以在不做出解释的情况下拒绝任何申请。

付款细则 赞助款项和附加费用必须在合同规定的日期前付清。赞助商必须在签约后 5 个工作日内支付总赞助金额的 50%，并且最迟于活动开始前 60 天支付剩余的 50%。若签约后 5 个工作日内没有收到赞助款项，组委会有权终止合同。若在第二个付款日过期 10 个工作日内没有收到赞助商的付款，并且没有收到任何预先通知和合理解释，组委会有权终止其赞助合同，50% 的订金也不予以退还。

取消赞助资格 如果赞助商取消或者在活动开始前 24 小时无法行使他们的职责。组委会有权没收参展商已支付的赞助金，并可以转让给其他赞助商。

展示限制 参展商和赞助商有责任确保所展物品符合限高和限宽以及场地入口的要求。参展商和赞助商不得在指定区域外做任何展示。

展示 / 展台搭建 预先未经组委会书面同意，赞助商不得使用活动指定搭建商以外的企业进行任何电气作业。赞助商必须严格遵守这条安全规定。在活动开幕前，所有的纸板箱，盒子，包装材料以及其他废弃物必须从展示区域运走以保障展示区域的清洁和整洁。

展物 / 展台拆卸 展示的拆卸和清除工作必须在活动结束的隔天才可以开始进行。赞助商必须严格遵守这个安全规定。赞助商必须在确定的日期前清除各自所有的展物和废弃物。

产品销售 赞助商不得向公众销售任何产品。

竞赛 若赞助商想在活动期间想举办任何形式的竞赛，必须先经过组委会的书面批准。竞赛必须是对参与者免费开放的，而不得进行任何形式的抽奖和募捐活动。

展台的分租或转让 未经组委会预先书面批准，赞助商不得转让，分租或出让其全部或部分展示面积。赞助商只能把展台用于已批准的目的。

活动宣传 组委会将在业界，公众和海外出版物和电视广告上对此次活动进行一定的宣传。然而，所有此次活动的宣传数量和类型将由组委会独自决定。赞助商将会被要求提供相关信息和辅助宣传广告。

遵守法律 赞助商必须遵守所有相关的中华人民共和国现行的法律法规和地方法规。赞助商有义务保护公众以免他们在活动期间受到任何伤害，并且将对其由于不遵守法律法规而引起的任何诉讼承担全部责任。

健康和福利 赞助商有义务采取措施来保护其自身，承包商以及员工和普通大众的健康，安全和福利。

噪音 赞助商必须在经组委会书面批准后，才可在其展台上使用大功率扬声器。一旦发现这类器材的使用妨碍其他参展商，组委会保留收回该批准的权利。

赞助商标识 只有持有通行证的赞助商才可以免费进入活动现场。赞助商必须在任何时候随身携带通行证。

保安和保险 在活动进行期间将组委会将提供保安服务。然而，所有赞助商应该妥善安排其各类保险事宜。组委会将不会直接或间接地对展品的损失承担任何责任，也不会承担赞助商的任何额外保险费。本条款非托管协议，赞助商不得委托组委会保管其展示的任何部分。

赔偿 赞助商对其因过失造成的地面，临时或永久建筑物的破坏赔偿全部修付费。

保证 赞助商需要保证组委会免受由于赞助商参与活动而引起的任何诉讼，索赔，传票，审理，破坏，花费和损失（包括财产，个人经济损失以及其他损失）

活动延期或取消 若活动因组委会无法控制的外因，包括自然灾害，政治因素和行业压力等不得取消，组委会将会退回赞助商已付款的 90%。若活动因为组委会自身原因停办，组委会需要在活动举办前至少 30 天通知赞助商，并在 10 个工作日内退还所有已付赞助款项，并给予赞助商书面说明报告。

终止合作 如果赞助商违反或者未能履行以上条款中的任何一条，组委会可以终止其参与活动的权利。一旦其权利被终止，赞助商必须马上清除其在活动现场内的所有展示。否则，组委会将移除该赞助商的所有展示，并代其仓储，但是赞助商将承担一切仓储，保险和附带的费用。

条款变更 在必要的情况下，组委会可以对这些条款进行修改和补充而不需要预先通知赞助商。

保密条款 本表将收集一些赞助商及赞助人的个人信息。所收集的信息将有助于组委会更好地评估赞助资格的申请，管理，营销和执行此次活动。信息缺失可能导致赞助商资格的申请被拒绝。赞助商可以依据本条款，接触并且修改其信息。赞助商在活动期间的任何展示活动不得与大会主旨发生冲突，也不得妨碍其他赞助商的权益。若赞助商在活动期间发生与活动相关的争议，应向组委会递交书面报告请求调解，赞助商必须接受组委会的裁决作为最终裁决。

赞助标准条款和条件结束。

Sponsor's eligibility. The organizers at its sole discretion, reserve right to decide whether or not to accept any application, and is not obliged to give reasons for declining any application.

Payment. The charges for sponsorship and additional requirements must be paid in full by the date stated in the contract. Sponsors pay 50% of total sponsorship amount within 5 working days upon signing of agreement, and pay the balance no later than 60 days prior to the commencement of the event. In case of failure to receive the sponsored amount within 5 working days upon signing of agreement, organizing committee is entitled to terminate the sponsorship contract. In case of failure to receive the payment within 10 working days after the second payment due date without any prior notice or justifiable explanation, the organizing committee is entitled to terminate the sponsorship contract, and 50% deposit will not be refunded.

Cancellation. If the Sponsor cancels or fails to take up their role 24 hours before the event. The organizers reserve the right to forfeit the rental paid by the Exhibitor and re-let the sponsor.

Heights, clearances and display limits. It is the Exhibitors and sponsors' responsibility to check clearance and access (height, width and other). No display or goods may display outside of the allocated area.

Display/Stand installation. Sponsors must not engage any contractor other than the official contractors to carry out any electrical work without organizer's prior written consent. This is a safety requirement which must be strictly complied with. Prior to the event, all display areas must be cleared of all cartons, boxes, wrapping material and the like, so the display areas are clean and tidy.

Display/Stand dismantling. Dismantling and removal of pavilion displays cannot commence until the day after the end of the event (i.e. nothing can be removed from the marquees on the last day of the expo. This is a security requirement which must be strictly complied with. Sponsor must have their displays and all debris cleared by confirmed date.

Sale of Products. Sale of products to the public can not be made.

Competitions or Contests. Sponsors desiring to run any form of competition must gain prior written approval from the organizers. Competitions or contests must be free of charge to patrons. No raffles or fund raising shall be run.

Subletting and use. The Sponsor may not sublet or assign or part with the possession of the sites without organizer's prior written consent. The sponsor may use the sites for the purpose authorized and for no other purpose.

Publicity. The organizers will carry out certain publicity of the event to the industry, the public and to overseas publications and TV commercials. However, all decisions as to publicity of the event (including as to the amount and type of publicity) will be made by the organizers a sole discretion. Sponsors are asked to supply information and supporting advertising to the organizers on request.

Compliance with Laws. The Sponsor shall comply with the requirements of all Acts of Parliament and all government and local authority's regulations. The Sponsor has the duty to protect the public from harm at all times and shall be solely liable for any claims arising from any compliance.

Health & Safety. The Sponsor hereby acknowledge that they are aware of their obligations to take all steps to protect the health, safety and welfare of themselves, their contractors and employees, and the general public.

Noise. If Sponsors intend to use loud speakers on their stands, prior written approval must be obtained from organizers. The organizers reserve the right to withdraw such approval if use of such equipment proves disruptive to other Exhibitors.

Sponsor's Badge. Only Sponsors with a pass will be granted free admission to the event. Sponsors will be issued with passes, which to be worn at all times.

Security and insurance. A security service during show hours is provided. However, all Sponsors should make their own arrangements for insurance against all risks. The organizers will not (either directly or indirectly be liable for any loss or damage of it's display or goods, nor liable for payment of any Sponsor's insurance excess. This is not a bailment agreement, and Sponsors acknowledge that they are not putting any part of their display in the organizers custody.

Damage. Sponsors are liable for repair costs for any damage to grounds, permanent or temporary buildings themselves or their companies.

Indemnity. Sponsors agree to indemnify and keep the organizers indemnified against all action, claims, demands, proceedings, damages, expenses and losses whatever (whether to property, person economic loss or otherwise) arising out of the Sponsor participation in the event.

Postponement or abandonment of event. In case of circumstances beyond the control of organizing committee, such as natural disaster, political factor and industry pressure so that the event has to be cancelled, organizing committee will refund 90% of all paid sponsored amount. In case the event is cancelled for reasons of organizing committee, organizing committee needs to notify sponsors of the cancellation at least 30 days prior to the event, refund sponsored funds in full within 10 working days and provide a written explanation report to sponsors.

Termination. The organizer may terminate the Sponsor's right to participate in the event, for breach or failure to perform any of these conditions. On termination, Sponsor must promptly remove its display from the event. In default, the organizers may remove the display arrange for it to be stored, in which case the sponsor will be liable for all storage, insurance and incidental costs.

Alternatives to conditions. The organizers may vary and amend these conditions from time to time at their discretion, without prior notice Sponsors.

Privacy Act. This form collects certain personal information about the Sponsors and person/s associated with it. The information is collected to better enable the organizers to evaluate the application and to manage, market and minister the event. Failure to provide the information may result in the application being declined. You have the rights to access and correct the information, pursuant to provisions of the Privacy Act.

Co-operation. No sponsors shall permit their Display/stand/products to be used in such a manner as to conflict the purpose of the event or the right of other sponsors. In the event of any dispute arising between sponsors, in relation to the show such disputes shall be submitted to organizers in writing for consideration, and the decision of the organizers shall be accepted by all parties as final and conclusive in respects.

End of Standard Terms and Conditions.