

NATPE DISCOP

CONTENT DISTRIBUTION, PROGRAMMING
AND COPRODUCTION MARKETS FOR
GROWING WORLD REGIONS

AFRICA

1-3 September 2010 • HILTON NAIROBI • KENYA

BOOKING FORM FOR CONTENT SUPPLIERS

CONTRACT TO BE SIGNED AND FAXED BACK TO + 33 1 42 29 34 74

1 COMPANY INFORMATION

Company Name _____

please note that companies registering **after 2 August 2010 will not be included** in DISBOOK AFRICA REPORT / 2nd EDITION 2010

VAT Number (applicable to EU countries only) _____

Address _____

Postal Code _____

City (+state) _____

Country _____

Main Tel _____

Main Fax _____

Main E-mail _____

Website _____

2 BILLING CONTACT

Mr Mrs Ms

First & Family Name _____

Job Title _____

Company Name _____

If different from above

Billing Address _____

If different from above

Direct Tel _____

Direct Fax _____

Direct E-mail _____

3 MARKET BADGES

An individual SELLERS MARKET BADGE must be purchased by each participant attending the market to sell content. A minimum of one SELLERS MARKET BADGE must be confirmed with contract for listing purposes and additional badges can be purchased afterwards. SELLERS MARKET BADGES PRIVILEGES INCLUDE the following:

ONLINE BASIC SERVICES

- COMPANY DESCRIPTION
- UP TO 10 CONTENT PROPERTIES PROFILED
- ACCESS TO MATCHMAKING SERVICES

ONSITE BASIC SERVICES

- ACCESS TO ALL MEETING AND NETWORKING AREAS
- ACCESS TO ALL CONFERENCES AND WORKSHOPS
- COMPANY DESCRIPTION IN THE DISBOOK AFRICA REPORT / 2nd 2010 EDITION
- ASSISTANCE FOR LAST MINUTE MATCHMAKING OPPORTUNITIES

First & Family Name _____

Job Title _____

Direct Tel _____

Direct Fax _____

Direct E-mail _____

First & Family Name _____

Job Title _____

Direct Tel _____

Direct Fax _____

Direct E-mail _____

• **SELLERS MARKET BADGE(S)**

500 € (excluding VAT) x _____ = _____ €

4 EXHIBITING PARTICIPATION OPTIONS

MEETING TABLES

Meeting tables are located in communal area on the mezzanine level

- High table + 2 chairs
- Company identification number with company name

• **MEETING TABLE** **500 €** (excluding VAT) x _____ = _____ €

VIEWING BOXES

Viewing boxes are located in communal area on the mezzanine level

- Working space with partition panel
- Office table + 4 chairs
- **Personalized assistance** in the organisation of meetings with targeted audiences
- Company signage
- Individual screening set (TV + Multizone DVD Player)

• **VIEWING BOX** **2,000 €** (excluding VAT) x _____ = _____ €

SCREENING STANDS

Screening stands are located on the mezzanine level.

- Private screening stand
- 12 M² of working space (office table + 4 chairs)
- **Personalized assistance** in the organisation of meetings with targeted audiences
- Company signage
- Individual screening set (TV + Multizone DVD Player)

• **SCREENING STAND** **4,500 €** (excluding VAT) x _____ = _____ €

ACADEMY SUITE

Academy suite is located on the mezzanine level.

- Private suite
- 34 M² hospitality space (office table + 4 chairs)
- **Personalized assistance** in the organisation of meetings with targeted audiences
- Company signage
- Individual screening set (TV + Multizone DVD Player)

• **ACADEMY SUITE Nr.1** **6,500 €** (excluding VAT) x _____ = _____ €

5 ADVERTISING OPTIONS

• ADVERTS IN DISBOOK AFRICA

DISBOOK AFRICA is the show directory published for distribution during the market.

1 x **FULL COLOR PAGE ADVERT** _____ x **700 €** (excluding VAT) = _____ €

1 x **BACK PAGE ADVERT** _____ x **1,000 €** (excluding VAT) = _____ €

• CUSTOMISED JUMBO SIZE POSTERS

Stand-alone posters (200cm x 85 cm) placed in the market area, produced by BasicLead.

1 x **CUSTOMISED JUMBO SIZE POSTER** _____ x **750 €** (excluding VAT) = _____ €

• SHOW BAG INSERTS

Promotional material placed inside each show-bag given to the market participants upon their registration.

1 x **SHOW BAG INSERT** _____ x **500 €** (excluding VAT) = _____ €

6 COSTS CONFIRMATION AND PAYMENT DETAILS

GRAND TOTAL DUE = _____ €

VAT (when applicable)* = _____ €

FINAL TOTAL DUE (100% OWED UPON RECEIPT OF INVOICE) = _____ €

ACCEPTANCE BY PARTICIPANT

- Payments must be made according to agreed terms and **within 5 business days** following receipt of the invoice
- Payments can be executed by WIRE TRANSFER or by CREDIT CARD
- 4% surcharge for all AMERICAN EXPRESS payments

DATE

SIGNATURE + STAMP

1. Please carefully read this booking form and fill in the following requested information.

2. Complete and sign this contract with the understanding that all payments must be made as per the terms agreed on the invoice:

100% due within 5 days after receiving the invoice

DISCOP GENERAL REGULATION

1. General Conditions

This booking form will be a binding agreement following signature by the Participant. In case of cancellation, the amounts paid by Participant for Market Badges will not be reimbursed; the amounts paid by the Participant for exhibiting or hotel packages organised by Basic Lead, are refundable under the following conditions:

- If cancellation is received 60 calendar days or more before the designated event, a full refund is granted minus a charge of 500 € if reimbursement is requested. No charge will be applied if payment is applied against another DISCOP event.
- If cancellation is received within 60 days before the designated event, a 50% refund is granted if reimbursement is requested. If no reimbursement is requested, a 75% credit can be applied against another DISCOP event.
- If cancellation is received within 30 days before the designated event, no refund is granted, a 50% be applied against another DISCOP event.
- All Refunds are processed 60 calendar days after the last day of the designated event.

2. Termination

Failing payment of the participating and exhibiting fees on agreed terms, BASIC LEAD will deregister the Participant and BASIC LEAD will also use all legal means at its disposal to pursue participant for the payment of all open invoices. BASIC LEAD will also cancel the right of the Participant to register for any other DISCOP events until all outstanding payments have been made.

3. Description of DISCOP

The DISCOP audiovisual content markets are hotel-based events centred on the pre-organisation of meetings between qualified participants. Exhibiting and non-exhibiting participating options are available to companies registering for a DISCOP market as SELLER. Participants agree to present goods, programs, services and intellectual properties directly linked to audiovisual production, distribution and funding sectors.

4. Compliance with the Law and Regulations.

All participants must comply with, and apply any laws governing the countries where DISCOP events are held. All participants must also comply with regulations, rules and branding standards established by BASIC LEAD in the context of its DISCOP events.

5. Termination and Cancellation of DISCOP

If in case of war, fire, strike, act of God, government regulation, interruption of public transports or failure of public or private bodies to provide their services, act of government

tal authority, force majeure or any other contingencies beyond the control of BASIC LEAD, should a DISCOP event, or any part of it, be stopped, or its functioning be impeded or prevented, or be cancelled by BASIC LEAD, or should the Allocated Stand become unavailable, BASIC LEAD, upon its choice and at its discretion, will determine the possibility to reimburse participants after deducting expenses and costs incurred by BASIC LEAD and a reasonable profit for BASIC LEAD.

6. Termination by the Participant

Any request of termination by the Participant of any part of this booking form must be submitted to BASIC LEAD in writing via fax (not via email). Conditions established in the 1. General Conditions paragraph will apply.

7. Photographs and Videos

No photographs or video recording may be made during the DISCOP events without the written agreement by BASIC LEAD. However, the Participant hereby authorizes BASIC LEAD to take and broadcast photographs and video recordings of its DISCOP events and, in particular, of the Participants' exhibit.

8. Indemnity and Performance Liability

BASIC LEAD shall take such steps as it considers necessary for the promotion of the event, but in no case will it be liable for the performance of the event.

10. Miscellaneous

Only BASIC LEAD is authorized to edit and publish a Handbook or any other guide related to any DISCOP event. Participants will be responsible for the information they will provide for the editing of the catalogue and the web site listings. The organiser will in no case be liable for omissions, or misprints, or typesetting, or similar errors that may occur.

11. Terms, Conditions and Regulation Agreement

The Participant agrees to observe and comply with the terms conditions and regulations herein, and with the terms, conditions and regulations that may be added from time to time by BASIC LEAD in view of an efficient safe and proper running of each DISCOP event. In addition to its right to terminate participation or cancel its approval of a booking form, BASIC LEAD, in its own judgement, may refuse to consider the participation by a Participant who has breached or who did not comply with these terms, conditions and regulations in future DISCOP events.

There is no other booking form or guarantee between the Participant and BASIC LEAD besides those established in this contract. The Paris Tribunal de Commerce will be the sole jurisdiction for any dispute resulting from this booking form. This booking form is subject to and must be construed in accordance with French law.

12. Organisers public liability insurance

BASIC LEAD is insured against the financial consequences of its civil liability in its rôle as organizer. The participant desiring to be insured for its goods must itself insure the goods with the insurer of its choice.