



11TH AIS 2023

JUNE 22-23, 2023
TOURS, FRANCE



MAbimprove
LabEx Tours Montpellier

mabdesign
THE BIOTHERAPY EXPERT

Sponsor & Exhibitor Kit

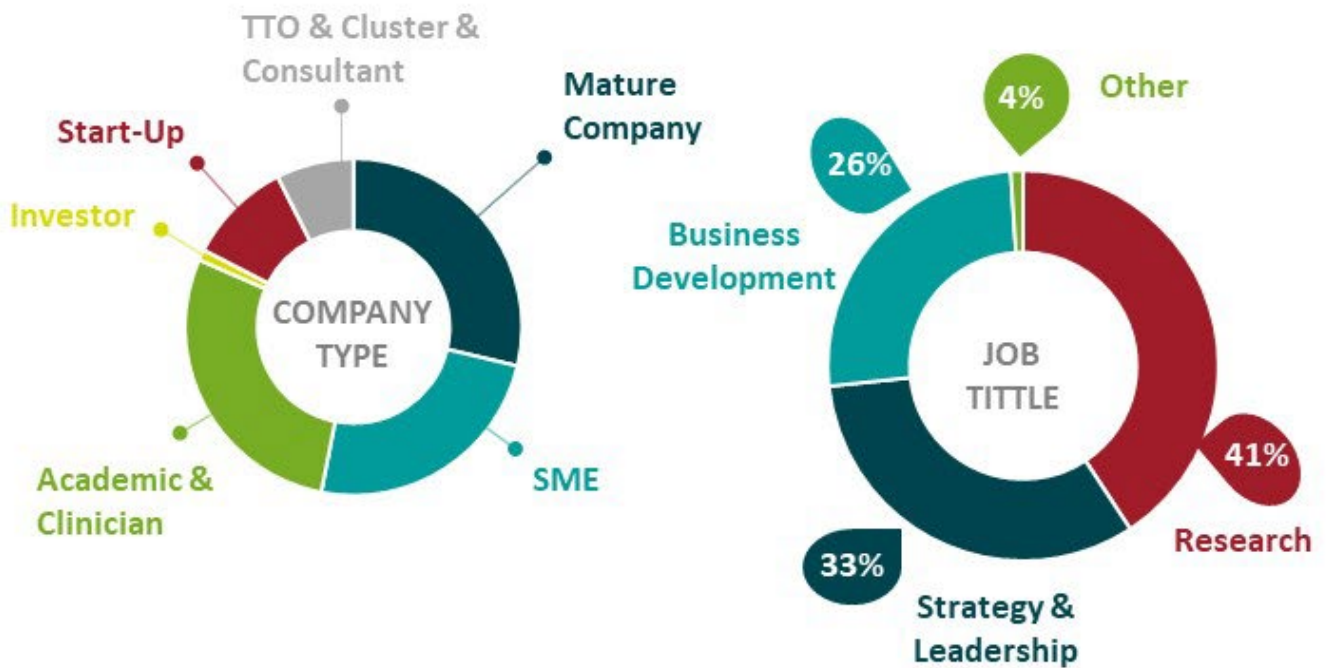
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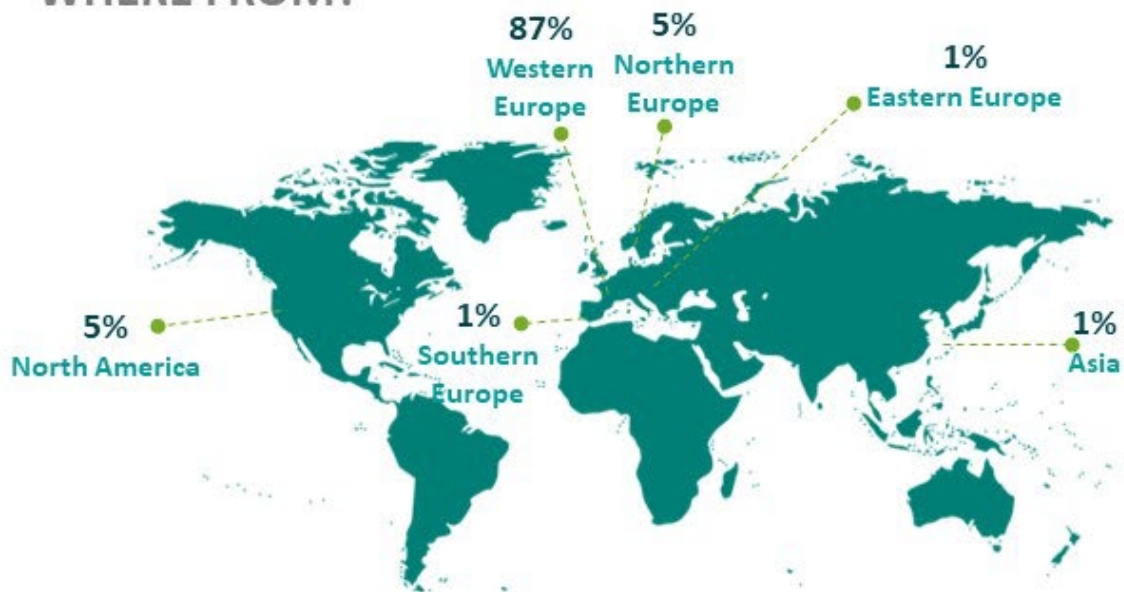
WHO ATTENDED IN 2022 ?

KEY FIGURES

- ✓ **400+** participants from 15 different countries
- ✓ **400+** BtoB meetings took place
- ✓ **190+** different organizations present
- ✓ **41** Exhibitors and Sponsors
- ✓ **58+** High-profile Speakers



WHERE FROM?



2022 SPONSORS & EXHIBITORS



WITH THE SUPPORT OF



2022 INSTITUTIONAL & MEDIA PARTNERS



WHY SPONSOR & EXHIBIT ?

SCIENTIFIC TALK

PROMOTE YOUR EXPERTISE & GAIN VISIBILITY WITHIN AN EXPERT AUDIENCE



EXHIBITION HALL

SHOWCASE YOUR LATEST PRODUCTS WITH AN ON-FLOOR DEMONSTRATION TO QUALIFIED DELEGATES



B2B PLATFORM

SETUP PRE-ARRANGED B2B MEETINGS DURING THE 2-DAYS CONGRESS WITH AN ONLINE PLATFORM.

GENERATE NEW LEADS AND INCREASE YOUR CLIENT'S PROSPECTS.



POSTER SESSION

PRESENT YOUR WORK AT POSTER SESSION AND GAIN FURTHER EXPOSURE AND NETWORKING.

YOUR RESEARCH WILL BE SEEN BY LEADERS FROM PHARMA, BIOTECH AND ACADEMIC INSTITUTIONS.



GALA COCKTAIL DINER

NETWORK WITH SPEAKERS AND OTHER PARTICIPANTS DURING A MORE RELAXED AND PRIVATE MOMENT.

GAIN EXTRA VISIBILITY BY SPONSORING THE GALA RECEPTION.



NEW WORKSHOP SESSION

PRESENT YOUR KNOW-HOW AND EXPERTISE DURING A DEDICATED SESSION OF 60MIN AND GAIN FURTHER EXPOSURE AS WELL AS FINDING NEW POTENTIAL CLIENTS.

SPONSOR PACKAGES

Description	GOLD	SILVER	BRONZE
Full Pass with access to Gala Diner (*Client Pass)	5+ 3*	4+ 2*	2 + 1*
Scientific Talk	30 min	20 min	10 min
Equipped Booth (walls, spotlights ,1 table & 2 chairs+ power supply)	12m ²	9m ²	6m ²
Company flyer in the package delivered to each delegate	✓	✓	✓
Logo in Auditorium Pull-up banners	✓	✓	✓
Able to put a Pull-up banner at the Registration Area	✓	✓	✓
B2B Meetings Invitations by MabDesign on your behalf	6	4	3
Add a Poster at Poster Area	✓	✓	✓
Exhibitor Virtual Booth & Lead retrieval	✓	✓	✓
Logo on mailings & dedicated post on LinkedIn	✓	✓	✓
Logo + hyperlink on AIS Website	✓	✓	✓
Logo + description on congress booklet	✓	✓	✓
Reduction on extra passes	50%	30%	20%
PRICE (+VAT 20%)*	Member	15 000€	10 000€
	Non member	18 750€	12 500€

EXHIBITOR PACKAGES

Description	Premium Exhibitor	Corporate Exhibitor	Partner Exhibitor
Full pass (without access to Gala Diner)	3	2	1
Equiped Booth (walls, spotlights, electrical power)	Table + 2 chairs	Table + 2 chairs	Bar Table + 2 Bar stools
Surface floor	9m ²	6m ²	2m ²
Add a Poster to the Poster Area	✓	✓	✓
Exhibitor Virtual Booth & Lead retrieval	✓	X	X
Logo on mailings & dedicated post on LinkedIn	✓	✓	✓
Logo + hyperlink on event Website	✓	✓	✓
Logo + short description on congress booklet	✓	✓	✓
Reduction on extra passes	✓	✓	✓
PRICE (+VAT 20%)*	Member	4 800€	3 000€
	Non member	6 000€	5 000€

* If you pre-book before 31/12/2022 you get a 10% off on the displayed prices

Other Sponsor Opportunities

NEW WORKSHOP SESSION (only 4 available) – 5 000 € (+VAT 20%)

60 min workshop including 2 full passes, 1 Poster and logo on Media supports

COFFEE BREAK SPONSORSHIP (only 3 available) – 3 000 € (+VAT 20%)

Company branding on all coffee break stands during a coffee break

EXCLUSIVE CONFERENCE BAGS – 2 800 € (+VAT 20%)

Provide your own branded lanyards

COMPANY LITERATURE CHAIR DROP (only 2 available) – 1 500 € (+VAT 20%)

Chair drop of company literature to all session attendees

TOTE BAG INSERT (only 3 available) – 1 000 € (+VAT 20%)

A Literature/promotional item placed in the tote bag distributed to all attendees

ONE-SHOT EBLAST (only 3 available) – 2 000 € (+VAT 20%)

Send to participants a dedicated mailing 2 weeks before the congress

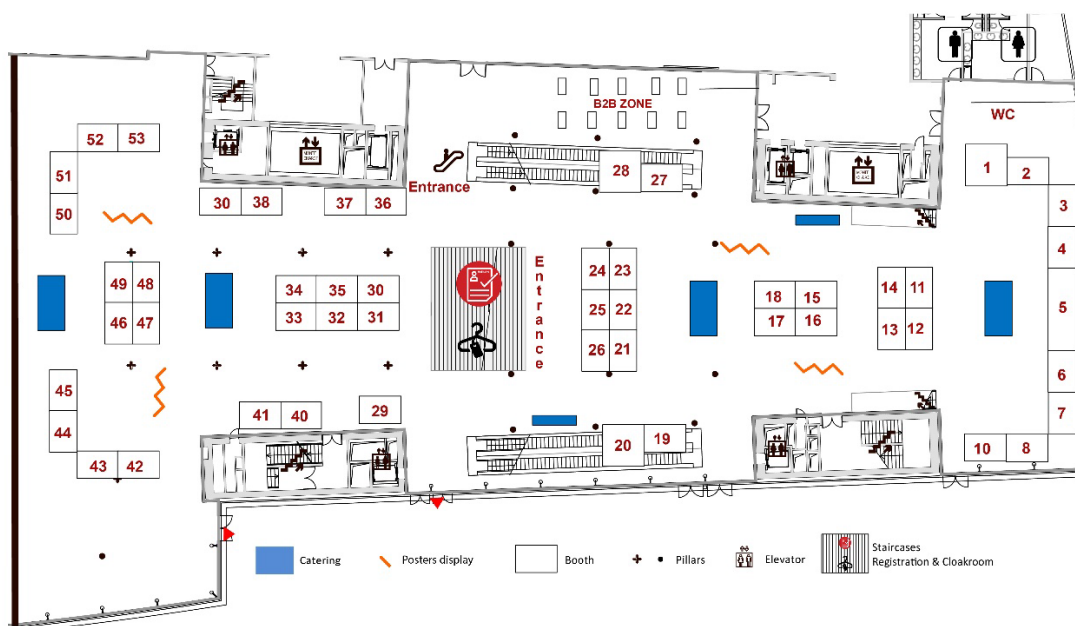
EXCLUSIVE BADGE HOLDER + LANYARD SPONSORSHIP – 2 500 € (+VAT 20%)

Provide your own branded lanyards distribute to all attendees onsite

EXCLUSIVE WIFI SPONSOR – 1 200 € (+VAT 20%)

WIFI information with your company logo on delegate badge

EXHIBITION FLOOR PLAN



CONFERENCE SPONSORSHIP & EXHIBITION AGREEMENT

COMPANY DETAILS

COMPANY/ORGANISATION: _____

WEBSITE: _____

ADDRESS: _____

CITY: _____ ZIP/POSTCODE: _____

STATE/PROVINCE: _____ COUNTRY: _____

TELEPHONE (include country code): _____ VAT NUMBER _____

EMAIL: _____

BILLING ADDRESS (IF DIFFERENT FROM ABOVE): _____

CITY: _____ ZIP/POSTCODE: _____

STATE/PROVINCE: _____ COUNTRY: _____

LINKEDIN : _____ TWITTER : _____

REPRESENTATIVE

ALL CORRESPONDENCE REGARDING THE AIS2023 CONFERENCE WILL BE FORWARDED TO THIS PERSON.

TITLE: MR MRS MS MISS DR

FIRST NAME: _____ LAST NAME: _____

POSITION: _____

TELEPHONE (include country code): _____

EMAIL: _____

SPONSORSHIP PACKAGES

PLEASE SELECT SPONSORSHIP TYPE. ALL AMOUNTS ARE IN EUROS AND EXCLUDE VAT (+20%)

GOLD PACKAGE
18 750 € (+VAT 20%)
INCLUDES 8 FULL-ACCESS PASSES

SILVER PACKAGE
12 500 € (+VAT 20%)
INCLUDES 6 FULL-ACCESS PASSES

BRONZE PACKAGE
7 500 € (+VAT 20%)
INCLUDES 3 FULL-ACCESS PASSES

You'll receive a code to register your conference Delegates at the AIS2023 website.

EXHIBITOR PACKAGES

- PREMIUM EXHIBITOR – 6 000 € (+VAT 20%) includes 3 full-passes
- CORPORATE EXHIBITOR – 5 000 € (+VAT 20%) includes 2 full-passes
- PARTNER EXHIBITOR – 3 750 € (+VAT 20%) includes a 1 full-pass

Preferred Booth number (except for PARTNER EXHIBITOR - check on the Exhibitor Floor Plan):

You'll receive a code to register your conference Delegates at the AIS2023 website.

OTHER OPTIONS

- WORKSHOP SESSION – 5 000 € (+VAT 20%)
- COFFEE BREAK SPONSORSHIP – 3 000 € (+VAT 20%)
- CONFERENCE BAGS – 2 800 € (+VAT 20%)
- COMPANY LITERATURE CHAIR DROP – 1 500 € (+VAT 20%)
- TOTE BAG INSERT – 1 000 € (+VAT 20%)
- ONE-SHOT EBLAST – 2 000 € (+VAT 20%)
- BADGE HOLDER + LANYARD SPONSORSHIP – 2 500 € (+VAT 20%)
- WIFI EXCLUSIF SPONSOR – 1 200 € (+VAT 20%)

TOTAL AMOUNT € : _____
-20% discount MabDesign Member € : _____
+ 20% VAT (only for France) : _____

SPONSORSHIP TOTAL AMOUNT € : _____

This AIS2023 CONFERENCE SPONSORSHIP & EXHIBITION AGREEMENT is between MabDesign and the above stated Sponsor/Exhibitor and shall remain in effect until the completion of the AIS2023 event. Your signature below is taken as acceptance of the relevant sponsorship entitlements, and the terms and conditions attached to this document.

NAME: _____

POSITION: _____

ORGANISATION: _____

SIGNATURE AND COMPANY STAMP (PLEASE WRITE "LU ET APPROUVE" (READ AND APPROVED) ABOVE YOUR SIGNATURE)

DATE: _____

Please fill-in and return this completed form to

Ana Antunes | MabDesign | ana-sofia.antunes@mabdesign.fr | Tel. +33 (0)4 78 0 39 91

with the following advertising material: Company logo for printing (.eps or .ai) and for publication on the internet (.jpeg).

On receipt of this form, you'll receive an invoice and we'll proceed to the publication of your logo on the event's website.

TERMS AND CONDITIONS

These Terms and Conditions and the Sponsorship kit to which they are attached (together with the “Conference Sponsorship & Exhibition Agreement”) set out the terms on which the Sponsor agrees to sponsor the Event. You understand that by signing the “Conference Sponsorship & Exhibition Agreement”, you agree to be bound by the terms of this Agreement.

TERMS

In these Terms and Conditions the term “Organizer” shall mean the MabDesign association or their designated representatives, the term “Sponsor/Exhibitor” shall mean any person, firm or company, corporation, institution, association or committee with whom this agreement is signed with, the term “Event” shall mean the meeting, the 10th Antibody Industrial Symposium 2022, and the term “Venue” shall mean the hotel or conference/congress centre in which the event is being held.

APPLICATION & PAYMENT:

To confirm your acceptance, please complete the “Conference Sponsorship & Exhibition Agreement” form attached to this document and return to the contact details on the form.

On receipt, an invoice for payment will be forwarded to you. As spaces are strictly limited, returning an acceptance form does not guarantee a place as a Sponsor/Exhibitor.

Sponsorship and exhibition packages are not considered confirmed until the payment of total costs is received. Should the payment not be received within 45 days of invoice, the package will be released for re-sale. Unless otherwise explicitly stated herein, all Sponsorship fees paid are non-refundable. If Sponsor/Exhibitor fails to make any payment described in this Agreement, the Sponsor/Exhibitor’s right to sponsorship of the Event may be cancelled without further notice and without refund of monies paid.

ACCEPTANCE & ALLOCATION

Sponsorship and exhibition packages, which may be limited in number, will be generally allocated to those organizations who apply the earliest. All sponsorship and booth selection are on a first come, first served basis. The Sponsor/Exhibitor has 48 hours

upon reception of the Agreement form to reserve the preferred space by email, after which the preference can be given to another Sponsor/Exhibitor.

Allocation of sponsorship packages and booths regardless of the preference indicated, and alteration of the floor plan is at the discretion of the Organizer, whose decision will be final.

The Organizer reserve the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any deposit paid.

In the event the Sponsor/Exhibitor gives written notice at any time prior to the Event of his intention not to take possession of the space allocated to him, or in the event of failure by the Sponsor/Exhibitor to take possession of the space prior to the opening of the Event, the Organizer will have absolute discretion to use the display space as it sees fit, with no liability to refund any charges paid or due.

EVENT DATES & HOURS

The Organizer reserves the right to make any changes as it may deem appropriate to the Event dates and times. The Organizer shall communicate any changes to the Event dates and times to Sponsor/Exhibitor as soon as possible.

CANCELLATION POLICY & UNAVOIDABLE OCCURRENCES

If the Event is rescheduled by the Organizer, and the Sponsor/Exhibitor can reasonably demonstrate their inability to participate it will be entitled to a full refund (this does not apply if the event is virtualized).

In the case the Sponsor/Exhibitor cancels its sponsorship or exhibition booth or space, notification in writing must be sent to the Organizer that reserves the right to retain monies paid in full unless resold.

If in order to collect unpaid fees the Organizer pursues legal remedies, Sponsor/Exhibitor will pay the Organizer for all legal and related expenses, court fees, staff times, etc., so incurred.

In the case the Event is virtualized due to any circumstance that is clearly outside the control of the Organizer (such as lack of public health conditions, pandemic) the Sponsor/Exhibitor accepts the new format (including modification of the duration of the event and the equivalent Sponsor/Exhibitor package in digital format).

Should the holding of the congress be hindered, prevented or cancelled by unexpected political or economic events or generally by force majeure (any event or circumstance that is clearly outside the control of the Organizer), or any part thereof is prevented from being held, the Organizer in its sole discretion, shall determine and refund to the Sponsor/Exhibitor its proportionate share of the balance of the aggregate sponsor fees received which remains after deducting expenses incurred by and reasonable compensation to the Organizer. In no case shall the amount of the refund to the Sponsor/Exhibitor exceed the amount of the fee paid. The Organizer reserves the right to cancel any portion of the event as it deems necessary and appropriate. All changes and/or cancellations will be communicated to Sponsor/Exhibitor by email.

INTELLECTUAL PROPERTY RIGHTS

All intellectual property rights (including, but not limited to, copyright, trademarks and design rights) in the Sponsor Marks shall be solely and exclusively owned by the Sponsor/Exhibitor, together with any goodwill therein, and the Organizer shall not acquire any rights in the Sponsor Marks. All intellectual property rights (including, but not limited to,

copyright, trademarks and design rights) in the Event Marks shall be solely and exclusively owned by the Organizer, together with any goodwill therein, and the Sponsor/Exhibitor shall not acquire any rights in the Event Marks.

LOGOS & TRADEMARKS

Sponsor logos should be sent to the Organizer in .jpeg and .eps or .ai formats, and high resolution 300dpi. Should an alternative format be received, the Organizer cannot be held responsible for the quality of the logos displayed in any of the promotional material. In the event that materials, information or artwork required by the Organizer are not received by the designated due date, their use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case. In the event that the Sponsor Marks changes at any time during the Term, the Sponsor/Exhibitor agrees that the Organizer shall not be obliged to make any consequential changes to materials that include the Sponsor Marks produced by the Organizer or on their behalf for or in connection with the Event (including, but not limited to, reprinting promotional literature or publicity materials) unless the Sponsor/Exhibitor agrees in writing in advance to meet the costs and expenses incurred by the Organizer arising from such change. The Sponsor/Exhibitor grants to the Organizer a worldwide, non-exclusive, royalty-free, sub-licensable license to use the Sponsor logos and trade marks (the "Sponsor Marks") during the Term to promote and exploit the Event, as well as for any report produced about the Event after the Term.

WEBSITES & LINKS

The conference AIS2023 website may link to other websites and networking tools, provided for the convenience of the users. The contents of these websites are maintained by their owners, for which the Organizer takes no responsibility; neither can responsibility be taken for contents

of any website linking to the conference website.

SPONSOR/EXHIBITOR MATERIALS

The Sponsor/Exhibitor shall, prior to distributing any promotional materials referencing the Event and/or using the Event Marks (the "Sponsor Materials") provide copies of the Sponsor Materials to the Organizer for their approval (not to be unreasonably withheld). Sponsor/Exhibitor undertakes that shall not distribute any Sponsor Materials until written confirmation of approval has been received from the Organizer. The Sponsor/Exhibitor is solely responsible for meeting all costs relating to the Sponsor Materials, (including reprinting costs if the Organizer approval is not obtained prior to printing).

The Sponsor/Exhibitor undertakes that any Sponsor Materials will comply, without limitation, with all relevant laws and regulations in force that relate to the promotion of the Event; comply with any instructions or directions issued by or on behalf of the Organizer; and not contravene any applicable law, infringe the rights of any third party or contain any inaccuracies of fact; and include any legal or good practice notices.

REMOVAL OF EXHIBITS

The Sponsor/Exhibitor agrees no display will be dismantled or good removed during the entire run of the Event, but will remain intact until the end of the final closing hour of the last exhibition day. The Sponsor/Exhibitor also agrees to remove its display and the equipment from the Venue by the final move-out time limit, or in the event of failure to do so, the Sponsor/Exhibitor agrees to pay for such additional cost as may be incurred.

CHANGES TO AGREEMENT

In accordance with paragraph "EVENT DATES & HOURS" above and paragraph "CANCELLATION POLICY & UNAVOIDABLE OCCURRENCES" above, the Organizer may make certain changes to the Event, which

may result in changes to the portion(s) of the Event which Sponsor/Exhibitor's has sponsored. The Organizer shall make all reasonable efforts to accommodate Sponsor/Exhibitor so that the Sponsor/Exhibitor's sponsorship is neither diminished nor modified, but in no way shall the Organizer be responsible for refunding any of Sponsor/Exhibitor's fees paid. All changes and/or cancellations shall be communicated to Sponsor/Exhibitor.

RESPONSIBILITY & LIMITATION OF LIABILITY

The Organizer accepts no responsibility for any act, accidents, and omissions on the part of service providers, the accuracy or content of any written or oral statements by speakers in connection with this event, delay, damage, personal injury or death occurring during, or subsequent to the Event.

The Sponsor/Exhibitor accepts all risks associated with the use of the exhibit space and environs.

Sponsor/Exhibitor acknowledges that it is solely responsible for Sponsor/Exhibitor property at the Event including any demonstration materials and products used in connection with the Event and for insuring its property from all loss or damage and all of its property is deemed to be in its care, custody and control in transit to and from, or within the confines of the Venue.

Sponsor/Exhibitor acknowledges that it is solely liable for any damage caused by its employees, agents or equipment to building floors, walls, or columns, or to standard booth equipment, or to other property belonging to the Venue, as well as agents or employees of the Venue or other Event participants or attendees, including, without limitation any injury or damage resulting from Sponsor/Exhibitor's failure to comply with any of the Event site Rules and Regulations. The Sponsor/Exhibitor is responsible for all personal injury or damage to property arising in connection with the Exhibitor display area,

howsoever caused. Sponsor/Exhibitor expressly releases, and agrees to indemnify, defend and hold harmless, the Organizer from any and all claims for loss, theft, or destruction of property, injury, or damages. Furthermore, the Sponsor/Exhibitor releases and discharges the Organizer from any and all liabilities arising out of, or in any way related to the selection, rejection, or removal of Sponsor/Exhibitor to or from the Event and enforcement of the Agreement.

INSURANCE

Each Sponsor/Exhibitor exhibits at its own risk. The Sponsor/Exhibitor is responsible for and shall indemnify the Organizer in respect of all claims (whether arising from personal injury or damage to property or otherwise) arising in connection with the erection and dismantling of the Exhibitor's stand and anything permitted, omitted or done thereon or there from during the period of the Event, or during the construction and dismantling period arising directly or indirectly by the act, omission or neglect of activity or other article or thing of the Exhibitor or in the possession or use of the Exhibitor.

The Organizer will take precautions for the proper running of the Event, but will not at any time be responsible for the loss of, or damage to, or safety of any stand, exhibit, materials or other property of an Sponsor/Exhibitor or any other person under any circumstances. Sponsor/Exhibitor shall obtain and maintain throughout the term of the Event, liability insurance providing coverage against injuries to the person and property of others, with minimum limits that are commercially reasonable for the type of business and activities engaged in by Sponsor/Exhibitor. Sponsor/Exhibitor is advised to carry adequate insurance coverage for all property of the Sponsor/Exhibitor, insuring against loss by all risks. Sponsor/Exhibitor hereby waives all

rights of subrogation against the Organizer. All property of Sponsor/Exhibitor shall remain under Sponsor/Exhibitor's custody and control, in transit to, within, or from the confines of the Event. The Sponsor/Exhibitor must take out adequate insurance in respect of all such claims.

SUBLEASING

Sponsor/Exhibitor may not sublease their space. Sublease in this use includes renting, sharing, donating or in any way allowing another company or person to display or advertise in an exhibitor's space, without the prior written permission of the Organizer which permission may be withheld without giving any reason.

INFORMATION & COPYRIGHT

Information supplied by the Organizer in relation to the conference is accurate to the best of their knowledge and belief, but shall not constitute any warranty or representation. Any inaccuracy, mistakes or omission in such information shall not entitle the Sponsor/Exhibitor to cancel his Agreement contract. All information and data relating to the Event is the copyright of the Organizer and cannot be passed on to any third party for any purpose without the Organizer consent.

CONSEQUENTIAL DAMAGE

The Organizer will not be liable for any indirect or consequential damages arising out of a breach of this Sponsorship/Exhibition Agreement contract.

AGREEMENT TO TERMS, CONDITIONS & RULES

The Sponsor/Exhibitor agrees to observe and abide by the foregoing terms, conditions, and rules, and by such additional terms, conditions, and rules established by the Organizer from time to time for the efficient and safe operation of the Event, including, but not limited to, those contained in this

Agreement. The Sponsor/Exhibitor have been invited to participate in this Event based on the mutually beneficial business relationship they share with the Organizer. There is no other agreement or warranty between the Sponsor/Exhibitor and the Organizer except as set forth in this document and any addenda/exhibits hereto. The headings used in this Agreement are for organizational purposes only and are not to be used in the interpretation of the substance of this Agreement. The rights of the Organizer under this Agreement shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of the Organizer. This Agreement shall not create, nor shall it be construed as creating, any partnership or agency relationship between the parties.

TERM & TERMINATION

This Agreement shall take effect on the date that the Sponsor/Exhibitor signed the "Conference Sponsorship & Exhibition Agreement" and shall continue until completion of the Event, unless terminated early in accordance with its terms. Upon expiry or termination of this Agreement, the parties agree that the Organizer obligations to provide any further Sponsor/Exhibitor benefits shall cease.

GOVERNING LAW AND JURISDICTION

This Agreement shall be governed and construed in accordance with the French laws. Each party hereto hereby waives, to the fullest extent permitted by applicable law and to submit to the jurisdiction of the French courts.

Each party shall abide by and observe all applicable laws, rules and regulations, and ordinances of any applicable government authority and all rules of the Venue.