

## Financing Your Business for Growth

Warwick University - Scarman Conference Centre

5 November 2012

### NEW ADS EVENT - FINANCING YOUR BUSINESS FOR GROWTH

“Opportunity to engage and discuss alternative financing options for business growth”.

Driven by the ADS Small Companies Committee (SCC) and the Aerospace Members Committee (AMC) ADS is running a **‘Financing Your Business for Growth’** forum. The event is being supported by the MAA and delivered by a team of ADS members and speakers knowledgeable of our Sectors, covering a range of financial topics.

#### Agenda:

0930 -1030	Registration & networking
1030 –1200	Round table & Q&A
1200 –1300	Private networking lunch
1300 –1500	1-2-1 (B2B) bookable meeting opportunities with either RBS, BGF, PWC, UK Export Finance and MPA

#### Topics:

- **UKTI Export Finance** - Accessing Government Supported Finance
- **Royal Bank of Scotland (RBS)** - Accessing Bank lending & Finance initiatives
- **PriceWaterhouseCoopers (PWC)** - Advisory Services
- **Business Growth Fund (BGF)** - Access to Equity funding for Investment and Growth
- **MPA** - R&D Tax Credit Scheme introduced by the EU

#### \*IMPORTANT\*

From 13:00-15:00 members will have the opportunity to book 25 minutes private meetings with the speakers and their teams. To book your business appointment please complete the appointment application form and send to Fiona Simpson via email - [Fiona.Simpson@adsgroup.org.uk](mailto:Fiona.Simpson@adsgroup.org.uk) if your application has been successful you will be sent a confirmation email with your allocated time slot.

**BOOK NOW!** This activity will offer an invaluable insight into the financial services sector, their view and advice on accessing funds to support growth. The event is designed to generate learning, networking and business meeting opportunities for firms of all sizes within the Aerospace, Defence and Security sectors.

The ADS & MAA Members rate is £75 per head and non-members £150. Space will be limited so please book now utilising the form below



## 1-2-1 Booking Form

Please tick which session you would like to attend:

Name:

Company:

**UKTI Export Finance** ☐

13:00 ☐

13:25 ☐

13:50 ☐

14:15 ☐

14:40 ☐

**RBS** ☐

13:00 ☐

13:25 ☐

13:50 ☐

14:15 ☐

14:40 ☐

**PWC** ☐

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**Business Growth Fund** ☐

13:00 ☐

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**MPA** ☐

13:00 ☐

13:25 ☐

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14:15 ☐

14:40 ☐

## Financing Your Business for Growth



Monday 5 November 2012 - Warwick

## COMPANY / ORGANISATION AND CONTACT

Company Name <input type="text"/>	
Address <input type="text"/>	
<input type="text"/>	
Contact <input type="text"/>	Post Code <input type="text"/>
Position <input type="text"/>	Website <input type="text"/>
Email <input type="text"/>	Fax <input type="text"/>
Telephone <input type="text"/>	Mobile <input type="text"/>

## DELEGATE COSTINGS:

<input type="checkbox"/> ADS Members:	£75.00 + £15.00 VAT @ 20% = £90.00 per delegate	Total Costs	£ <input type="text"/>
<input type="checkbox"/> Non ADS Members:	£150.00 + £30.00 VAT @ 20% = £180.00 per delegate	Total Costs	£ <input type="text"/>

## DELEGATE DETAILS:

Name: <input type="text"/>	Position: <input type="text"/>	Email: <input type="text"/>
Name: <input type="text"/>	Position: <input type="text"/>	Email: <input type="text"/>

- 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 ADS Events accompanying this application form.
- Submitting a completed application form confirms your agreement to the Terms and Conditions for Participation in ADS events.
- Submission of the credit card information below confirms your agreement to debit those details

## METHOD OF PAYMENT - Please tick relevant box

Credit Card <input type="checkbox"/>	Cheque <input type="checkbox"/>	BACS <input type="checkbox"/>
VISA* <input type="checkbox"/>	VISA Debit* <input type="checkbox"/>	MasterCard* <input type="checkbox"/>
		AmEx** <input type="checkbox"/>

Card No:

Name as it appears on card:

Expiry Date:  Maestro No:  CVI No

Registered Card Address:

Post Code:  Signature:

\* For VISA, VISA Debit or MasterCard payments please enter the three digit CVI number or security code from the reverse of the card.  
 \*\* American Express credit cards are subject to a 3.85% fee. Please include the four digit CVI number or security code from the front of the card.  
 Please note: ADS will destroy the CVI code once payment has been processed.

**CHEQUE:** I enclose a cheque £  made payable to "ADS Group Limited"

**BACS:** A Purchase Order number or Company Reference MUST be quoted with a Bank Transfer payment

**VAT REGISTRATION NUMBER:**  Booking ref Org ID

Sort Code: 60 - 08 - 13 Account Number: 58057145 IBAN GB68 NWBK 6008 1358 0571 45 VAT Registration Number 991 2734 95  
 National Westminster Bank, 2 Alexandra Road, Farnborough, Hampshire, GU14 6YR, UK. A receipted invoice will be forwarded.

**PLEASE SEND YOUR COMPLETED BOOKING FORM TOGETHER WITH PAYMENT TO:**  
**Fiona Simpson, ADS Group Ltd, Show Centre, ETPS Road, Farnborough, Hampshire, GU14 6FD, UK**  
**Tel: +44 (0) 207 091 1131 Fax: +44 (0) 207 091 4545 Email: Fiona.Simpson@adsgroup.org.uk**

# TERMS AND CONDITIONS FOR PARTICIPATION IN ADS EVENTS

## 1. Definitions

In these terms and conditions the following words and expressions shall have the meaning as shown:

Application	means the request made by the Participant to attend or participate in the Event and submitted in the manner specified to ADS.
Contract	The contract formed between the Participant and ADS as a result of the Application being accepted by the ADS.
ADS	means ADS Group Limited.
Event	means the conference, exhibition, seminar, demonstration, meeting, lunch, dinner, mission or other type of occurrence to which the Application refers.
Organiser	means the owner or organiser of an exhibition with whom the ADS has leased an area of exhibition space for sub-letting in parts to a number of Participants.
Participant	means any individual, firm or corporate body taking part in or attending an Event organised or managed by ADS.
Price	means the total sum payable by the Participant to ADS in connection with an Event.

## 2. General

Participation in any Event organised by ADS is subject to the terms and conditions given below and all other terms and conditions contained in any purchase order or proposed by a Participant are excluded from the contract, including any variation, unless agreed by ADS in writing. Submission of a completed Application to participate in or attend an Event organised by ADS shall constitute acceptance of these terms. ADS reserves the right to refuse an Application without explanation.

The headings in these terms and conditions are for convenience only and shall not affect interpretation of a clause.

## 3. Prices

The price or prices for participating in an Event will be as shown on the application form. All prices exclude VAT.

## 4. Payment

Payment for attending or participating in an Event must be made in accordance with the information given in the application form prior to commencement of the Event unless agreed otherwise in writing. Any additional or extra charges arising during the course of an Event and for which the Participant is liable must be paid within 30 calendar days of the date of the ADS invoice for these sums.

## 5. Entry and Admission

No admission tickets, passes, itineraries, maps, exhibition stand allocations or other information required to attend or participate in an Event will be issued to a Participant until Payment has been received. ADS reserves the right to refuse admission to any person or to remove persons from an Event without explanation.

## 6. Variations and Amendments

A Participant wishing to vary or amend their Application must notify ADS in writing as soon as possible. ADS will use reasonable endeavours to accommodate requests for change and the Participant will be liable for any increase in Price arising from the variation or amendment.

If, for any reason, ADS has to change any of the arrangements relating to an Event it will inform Participants forthwith and use reasonable endeavours to minimise the impact of the changes.

## 7. Transfer

The right of a Participant to take part in or attend an Event arising from acceptance by ADS is personal to the Participant and may not be sold, transferred or given, in whole or in part, to a third party without the written permission of ADS.

## 8. Cancellation

### 8.1 Cancellation by ADS

If, for any reason, it becomes necessary for ADS to cancel an Event all monies paid will be refunded less an administration fee to cover any costs already incurred by ADS.

### 8.2 Cancellation by the Participant

#### 8.2.1 If the value of the contract is £1,000 or less excluding VAT

In the event that a Participant wishes to cancel his participation in an Event the following will apply:

Cancellation more than 28 calendar days prior to commencement of Event: refund of all sums paid.

Cancellation less than 28 calendar days but more than 7 calendar days prior to commencement of an Event: refund of 50% of total price. Note – if payments up to the time of cancellation amount to less than 50% of the total price, the difference between that paid to date and 50% of the total price will become payable with immediate effect.

Cancellation 7 calendar days or less prior the commencement of Event: no refund and all outstanding sums become payable with immediate effect.

#### 8.2.2 If the value of the Contract is greater than £1,000 excluding VAT

In the event that a Participant wishes to cancel his participation in an Event the following will apply:

Cancellation more than 120 calendar days prior to commencement of Event: refund of all sums paid only if ADS is able to re-sell the booking allocated to a cancelling Participant to another Participant.

Cancellation less than 120 calendar days but more than 28 calendar days prior to commencement of an Event: refund of 50% of total price only if ADS is able to re-sell the booking allocated to a cancelling Participant to another Participant. Note – if payments up to the time of cancellation amount to less than 50% of the total price, the difference between that paid to date and 50% of the total price will become payable with immediate effect.

Cancellation 28 calendar days or less prior the commencement of Event: no refund and all outstanding sums become payable with immediate effect.

### 8.3 Cancellation by a Third Party

If the Event is cancelled or abandoned or suspended in whole or in part by a third party, for example as a result of civil unrest, all monies paid will be refunded less an administration fee to cover any costs already incurred by ADS.

## 9. Liability

ADS will not be liable in contract, tort or otherwise for any loss of profit, special or consequential loss or damage e.g. loss of use, or any costs or expenses, or other claims whether caused by ADS, its employees, agents, servant or otherwise, arising from a Participant attending or taking part in an Event. This provision will not apply to claims in respect of death or personal injury.

The liability of ADS to the Participant for all claims in aggregate attributable to any one event and arising from a Participant attending or taking part in an Event shall not exceed the Price paid by the Participant.

## 10. Indemnity

The Participant shall indemnify, and keep ADS indemnified, against any loss or damage suffered by ADS arising from:

1. Any claim for an infringement by the Participant of a patent, registered design, trademark or copyright.
2. Failure of the Participant to pay any royalties.
3. Any action by the Participant, its employees, servants and agents in connection with the Event.
4. Failure by the Participant to comply with the Export Controls Act 2002 or the Manual of Protective Security including the provisions of Form 680.

## 11. Insurance

The Participant shall put in place and maintain insurance to cover claims arising from or in connection with the Event for third party death or personal injury and loss or damage to property including personal property. In addition, the Participant shall have in place a minimum of £5m Public Liability insurance.

If the Event is an exhibition then the Participant must ensure that his exhibits and other property are adequately insured throughout the period of the exhibition including transport to and from the exhibition site and stand build-up and breakdown periods. The Participant will hold harmless ADS and the Organiser for any loss or damage to his property incurred as a result of taking part in or attending an Event.

## 12. Force Majeure

ADS shall not be liable to the Participant or be deemed to be in breach of the Contract by reason of any delay in performing, or any failure to perform, any of its obligations under the Contract, if the delay or failure was due to a cause beyond that party's reasonable control.

## 13. Export Control Act 2002 and the Security Policy Framework

Participants shall ensure that their employees, servants, agents or otherwise comply with the requirements of the Export Control Act 2002 and the Security Policy Framework, and other relevant documents, including the provisions of the UK MoD Form 680, during the course of an Event. ADS accepts no liability for any costs or damages incurred by the Participant as a result of their failure to comply.

## 14. Rights of Third Parties

No right is granted under the Contract to any person who is not a party to the Contract to enforce any term of the Contract in his own right and ADS and the Participant declare they have no intention to grant any such right.

## 15. Bankruptcy or Insolvency

ADS may cancel the Contract after the beginning of any bankruptcy or insolvency proceeding by or against the Participant, or after the appointment of an assignee for the benefit of the Participant's creditors, or a receiver.

## 16. Hazardous Goods

The Participant undertakes not to bring any item or substance to an event whose movement or use is governed by the legislation of the country hosting the event.

## 17. Common Industry Standards For Aerospace and Defence

Participants and their employees, agents, servants shall at all times in connection with the Event comply with the ethical standards set out in the AeroSpace and Defence Industries Association of Europe (ASD) Common Industry Standards, copies of which are available from the ASD website at [www.asd-europe.org](http://www.asd-europe.org)

## 18. Conflict

Where the Event is an exhibition and there is a conflict between the terms and conditions of the Organiser and these terms and conditions, the former shall prevail.

## 19. Applicable Law

These terms and conditions and any Contract resulting from acceptance by ADS of an Application shall be governed and construed in accordance with English Law and ADS and the Participant shall submit to the exclusive jurisdiction of the English courts in England.