

## PROPOSAL-CUM-INFORMATION e-BOOKLET TO EXHIBIT IN INDIA PAVILION AT BIO INTERNATIONAL CONVENTION & EXHIBITION SAN DIEGO, CA, USA. June 3 – 6, 2024

**BIO 2024**, the BIO International Convention & Exhibition, will take place from **3-6 June 2024** in **San Diego, CA, USA**. It is the world's largest gathering of the biotechnology industry, along with industry-leading investor and partnering meetings held around the world. BIO presents a great opportunity for India's biotech companies, startups, incubators, to build key relationships, partnerships, and channels for extending businesses.

Time for Science to

# SHINE

## Save the Date!

BIO International Convention  
June 3-6, 2024  
San Diego, CA



**Why BIO?** The BIO International Convention is hosted by the Biotechnology Innovation Organization (BIO), which represents more than 1100+ biotechnology companies, academic institutions, state biotechnology centers, and related organizations across the United States and in more than 30 other nations. The key benefits of attending the BIO International Convention are access to global biotech and pharma leaders via **InBooth BIO One-on-One Partnering**, exposure to industry thought-leaders with over 1,500 education sessions at your fingertips, and unparalleled networking opportunities with 20,000+ attendees from 75+ countries.

**Why San Diego?** San Diego, California, is one of the most prominent and vibrant biotech hubs in the United States. The city has a thriving biotechnology community that encompasses a wide range of research, development, and manufacturing activities. San Diego hosts renowned research institutions and universities that contribute to the growth of the biotech sector. The region has attracted venture capital firms, private equity, and angel investors, which support the growth and development of biotech startups. The availability of capital enables companies to advance their research and development efforts. San Diego encourages collaboration and networking among companies, researchers, and investors. Organizations like Biocom, a life sciences association with whom ABLE has partnership, facilitate connections and provide resources to foster innovation and growth.

**ABLE @ BIO!** ABLE and its member companies have been participating in the convention since 2005. And since 2012, ABLE has been handling the India Pavilion with support from the Department of Biotechnology (DBT) and the Biotechnology Industry Research Assistance Council (BIRAC).

**ABLE @ BIO 2023, Boston, MA, USA - Highlights**

- ABLE had set up 1600 SQF India Pavilion and had led a delegation of 150+ members from 75+ organizations including DBT, BIRAC, State Governments, Private industry, Incubators and Start-ups.
- Through the exhibits, participation in Round Table meetings, presentations in Global Innovation Hub sessions, the strengths and advancements in India's biotech ecosystem were highlighted.
- Team India interacted with many potential business partners and participated in networking events arranged by countries like Australia, Brazil, Canada, China, Germany, Netherlands, etc.
- The exhibitors had large number of visitors coming to the booths and overall were pleased with their experience and were positive about the benefits of showcasing at BIO International.
- Each exhibitor on an average had 20 meetings fixed with specific customers through InBooth BioPartnering system.



## Glimpses of India Pavilion @ BIO 2023

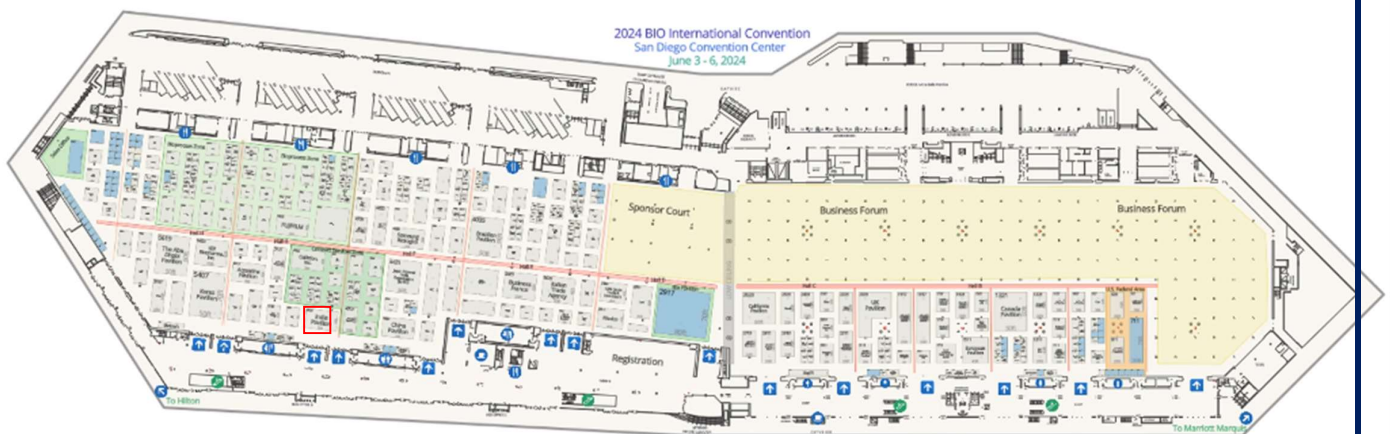


Click on the link given below to download the  
**India Biotech Handbook 2023.**

<https://ableindia.in/manage/images/resourceuploads/India-Biotech-Handbook-2023.pdf>

## BIO, SAN DIEGO, CA, USA. June 3 – 6, 2024

We are happy to announce that ABLE is organizing the **India Pavilion** yet again at BIO San Diego with a total space of 1500 SQF. A high-level Indian delegation comprising senior Government officers from the Centre and State, CEOs of leading Biotech companies, Academic Heads, and Startups, are expected to participate. We invite organizations from the Government, Public Sector, and Private (Startups, SMEs & larger companies), to participate as Exhibitors in the India Pavilion and reach out to the Global market.

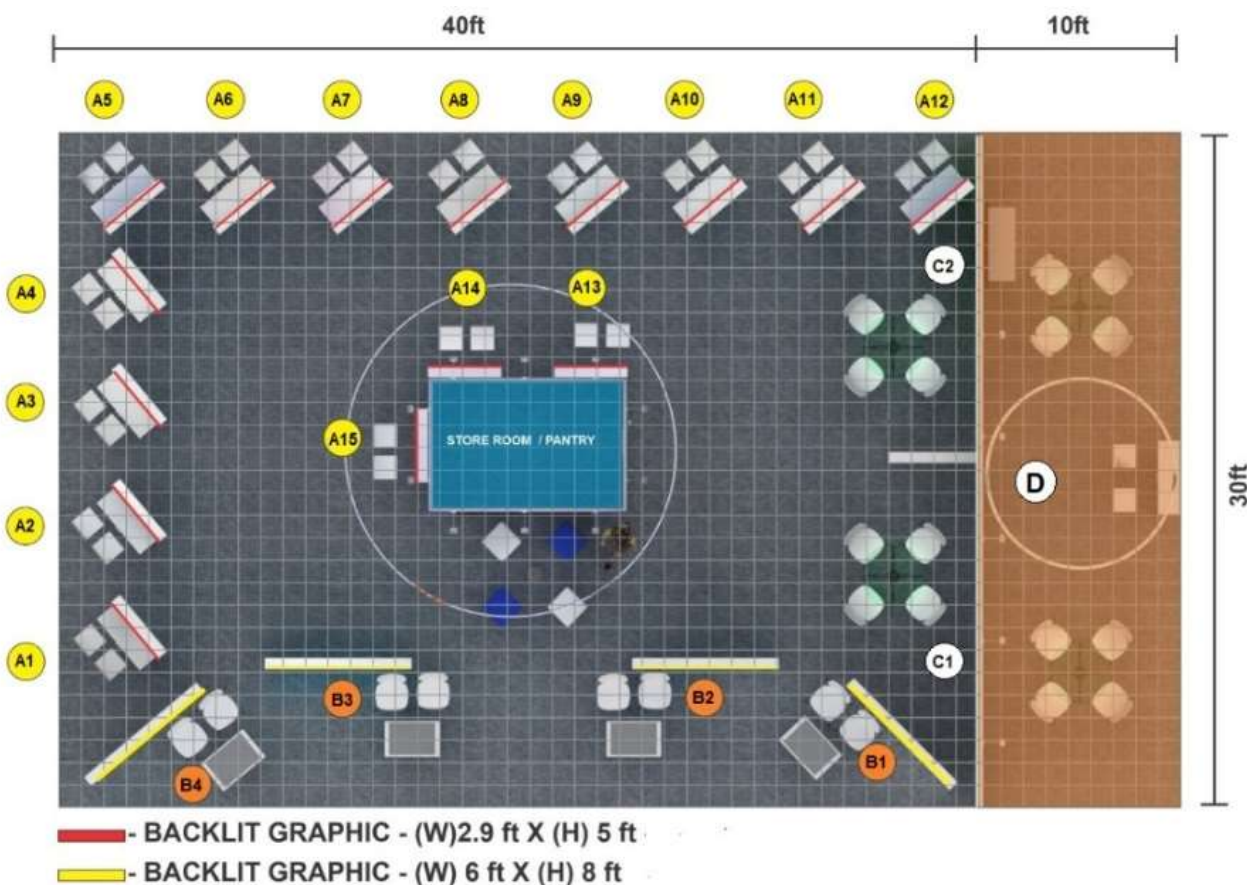


Please click on the link below to view the latest Bio 2024 Exhibition Area Floor Plan  
[https://bio2024.mapyourshow.com/8\\_0/floorplan/index.cfm](https://bio2024.mapyourshow.com/8_0/floorplan/index.cfm)

The 1500 SQF. India Pavilion **No. 4807** in **Hall 'G'** is located near one of the three major entrances to the exhibition area. The India Pavilion layout has been aesthetically designed with the booths that are strategically placed for the best possible exposure. The booths are designed following the latest in the international trends and at the same time meeting to the different kind exhibitor's requirements.



## INDIA PAVILION @ BIO 2024, San Diego, CA, USA



## INDIA PAVILION AT BIO 2024, SAN DIEGO, CA, USA TOP VIEW

### Booth Types

Type	Description
A1 to A12	(W) 2.9 ft X (H) 5 ft backlit double side graphic panel with counter and two bar stools
A13 to A15	(W) 2.9 ft X (H) 5 ft single side graphic panel with counter and two bar stools
B1 – B4	(W) 6.0 ft X (H) 8.0 ft backlit double side graphic panel with a teapoy table and two chairs
C1 & C2	(W) 10.0 ft X (H) 8.0 ft single side backlit graphic panel with a Table and 4 chairs
D1 – D3 (Each 10x10 SFT)	Three Graphic panels (6.0 ft X (H) 8.0 ft approx.), one info counter, two bar stools, one table & three chairs. LCD TV if required, will be charged extra.
D (300 SQF) Single Exhibitor	(W) 4075MM X (H) 2400MM single side two back-lit graphic panels with two info counter, 4 bar stools, two tables, 8 chairs and one LCD TV.

**The floor plan is subject to changes.**

## Graphical Representation of Exhibit Types



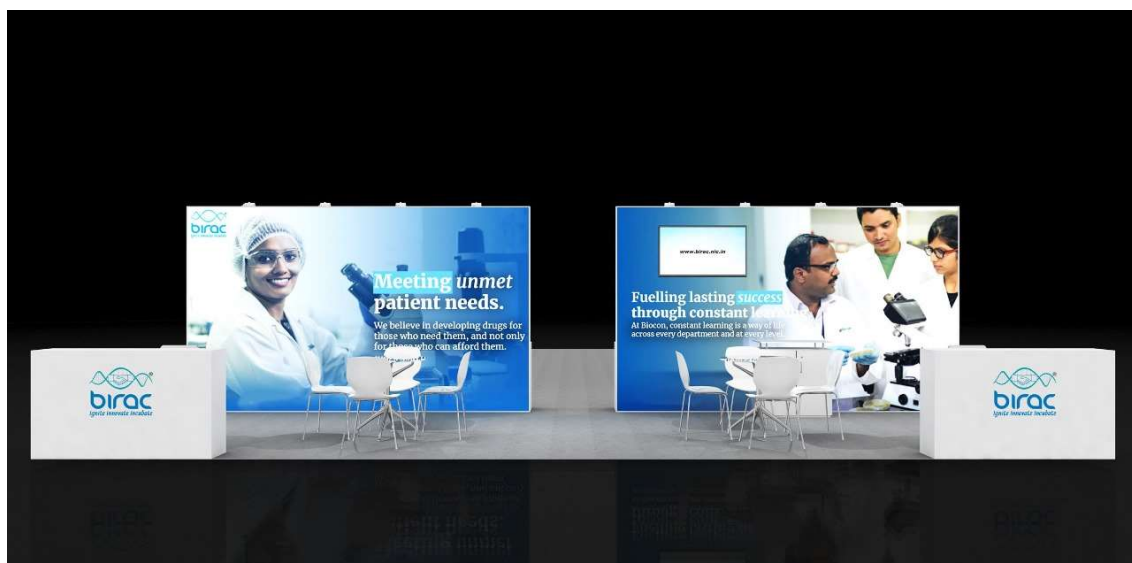
**Exhibit TYPE 'A'**



**Exhibit TYPE 'B'**



**Exhibit TYPE 'C'**



**Exhibit TYPE 'D'**

## EXHIBITOR ENTITLEMENTS:

- 1) Fully furnished booths with electrical, carpeting, standard furniture as per the booth types mentioned above and with Full Access to the Exhibition area.
- 2) Each Booth Type 'A' exhibitor will be provided with a total of **one Exhibitor Booth Personnel (EBP) Badge** and **one Exhibitor Booth Partnering Badge (EPA)** allowing access to the Exhibition area.
- 3) Each Booth Type 'B' 'C' and 'D' will be provided with **four Exhibitor Booth Personnel (EBP) badges** and **one Exhibitor Booth Partnering (EPA) Badge** allowing access to the Exhibition area.
- 4) **Only one Exhibitor Booth Partnering Badge is allowed per exhibitor (irrespective of the type of the booth) to send invites and accept meeting requests.**
- 5) Access to various events in the Exhibition area is normally provided by BIO to Exhibitor Booth Personnel.
- 6) Exhibitor team is also invited to India-related sessions at BIO and other events if they do not require Conference Access passes.
- 7) A brief profile of the Exhibitor in the Exhibitor Brochure / India Biotech Handbook 2024.
- 8) Interaction with other Country delegations as per finalized program and availability.

## Cost of Booths and Offers

Exhibit Type & No.	Cost	GST (@18%)	Total (INR)
A01 to A04	10,00,000	1,80,000	11,80,000
A05 to A12	9,50,000	1,71,000	11,21,000
A13 to A15	8,50,000	1,53,000	10,03,000
B01 & B04	17,50,000	3,15,000	20,65,000
B02 & B03	18,50,000	3,33,000	21,83,000
C01 & C02	17,50,000	3,15,000	20,65,000
D01 to D03 (10X10 SQF.)	20,00,000	3,60,000	23,60,000
D (10X30 SQF.)	65,00,000	11,70,000	76,70,000

LCD TV in the Exhibit Type B, C & D integrated into the graphics design can be provided on additional payment of INR 85,000+18% GST).

### GOVERNMENTAL SUPPORT FUNDING:

- 1) Market Access Support provided by various States under its Startup Policy can be utilized by DPIIT registered Startups to get booth, airfare and accommodation cost reimbursed as per each state Startup Policy guidelines. Assistance will be provided in terms of preparing required documentations.
- 2) Indian MSMEs participation is supported by Ministry of Micro, Small and Medium Enterprises, Government of India to reimburse exhibit cost, airfare, and freight cost as per MSME guidelines.

### PAYMENT TERMS:

- 1) 100% payment must be paid within 15 days from the date of confirmation. No part or conditional payments are accepted.

- 2) Bank Details:

Account Name	Association of Biotechnology-Led Enterprises
Bank name	HDFC BANK LTD
Bank branch name	Eterna Koramangala Industrial Layout
Bank account no.	50100002503313
IFSC code	HDFC0000053
Swift code	HDFCINBB

- 3) The amount paid will not be refunded for reasons whatsoever including denial or delays in obtaining a US Visa.
- 4) In case of No Show or delays in providing the final posters/logo files in the required format as per communicated deadlines, ABLE will have a right to cancel a confirmed booth (without refund) to prevent potential adverse impact on ABLE, India Pavilion, and other exhibitors.



## OTHER TERMS & CONDITIONS

- 1) ABLE reserves full right to change the floor plan, increase or decrease the number & type booths and allotment of booth to the exhibitor.
- 2) The Exhibitor booth charges mentioned above do **NOT** include access to Conference sessions. Access to the conference will need an additional fee that should be purchased directly from BIO by separate registration.
- 3) Trip to Local industries/companies/laboratories may be arranged by BIO. Fees will be payable to BIO directly for which the exhibitor team members will have to register online individually.
- 4) Booth partnering to be provided at 10 identified spots within the India Pavilion. The schedule and location of meetings to be decided by the BIO Partnering system for which the requests must be made by the Exhibitor well in time. The location of the meeting spot may not be in your booth but close by, within the India Pavilion. Meetings can also happen in your invitee's Pavilion. Once the invitee reaches the meeting spot the exhibitor can easily take him to his or her own booth. **The responsibility of ABLE ends with providing the Partnering Account.**
- 5) Trip to Local industries/companies/laboratories may be arranged by BIO. Fees will be payable to BIO directly for which the exhibitor team members will have to register online individually.
- 6) **The last date to provide the posters/logo files and information for Booth and for Indian Biotech Handbook is 31<sup>st</sup> March 2024.**
- 7) **Additional printing charge of US \$1500 equivalent in INR + GST will be charged per graphic panel to be displayed in the booth if submitted after the due date i.e. 31<sup>st</sup> March 2024.**
- 8) Exclusions: No charge/liability can be created on ABLE if any Exhibitor avails services from any Service provider at the venue. Exhibitors will be solely responsible to discharge all liabilities unless explicitly mentioned by ABLE.
- 9) No infants or persons below 21 years are allowed in the Venue at any time during the Convention or Exhibition.

- 10) Any or all Terms and conditions can be altered by ABLE as per changes communicated by BIO or the Government of India and the ground realities.  
**The latest terms and conditions will apply.**
- 11) ABLE will not be liable for any mishaps due to Force Majeure or events beyond its control.
- 12) By agreeing to participate the Exhibitor agrees to accept the terms and conditions stated above and those applied by BIO on all exhibitors. Please check BIO website for the T&Cs. <https://www.bio.org/events/bio-international-convention>

**For more information, please contact:**

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