



Expressions of Interest:

To participate at the Western Australian Exhibition at the Agrifood Tech Expo from 30th October – 2nd November 2023 (as part of Singapore International Agrifood Week)

The Western Australian (WA) Government is developing a WA showcase to attend the Agri-Food Tech Expo (AFTEA) at Singapore International Agrifood Week (SIAW) from 30 October to 2 November 2023.

The WA Government is seeking expressions of interest from WA agrifood-tech businesses who are looking to showcase their agrifood-tech at AFTEA and who are looking to establish new connections or build upon existing connections with overseas and Singaporean markets.

The number of places are limited so apply soon to avoid missing out.

Successful recipients will be invited to participate in the WA delegation at AFTEA at SIAW which will include:

- A space on the WA exhibition AFTEA to exhibit your products and/or services.
- An invitation to the welcome dinner, during the week 30 October 2023 – 2 November 2023 (with the precise date and time TBA).
- An invitation to one (1) additional networking function hosted by Austrade during the week 30 October 2023 – 2 November 2023 (with the precise date and time TBA).

It is noted that applicants **MUST be able to provide their own travel and accommodation costs to Singapore, as there is no WA government funding or support provided for these.**



Applicants must submit the following information (all fields are required):

Applicant's first name	
Applicant's surname	
Business name	
Role/Position title	
ABN	
Year established	
Address	
Phone	
Email	
Website	
Summarise your core business, highlighting what innovations you are working on in the agrifood-tech space (max. 100 words):	
Summarise your existing work, business development activities and/or other initiatives in overseas markets, noting that preference will be given to businesses with links to Singapore market (max. 100 words):	
What further or new connections are you hoping to gain at this event? Please tick all that apply:	
<ul style="list-style-type: none"><input type="radio"/> Investors<input type="radio"/> Research partners<input type="radio"/> Singapore government agencies<input type="radio"/> Other overseas government agencies<input type="radio"/> Consumers/Customers of your product or service	



- Supply chain partners
- Manufacturing support
- Market knowledge
- Other (please specify) _____

Explain how your project/business will benefit from attending Agri-Food Tech Expo (AFTEA) at Singapore International Agrifood Week (SIAW) (max. 100 words):

Please indicate your willingness to comply with the following conditions:

- Availability of CEO or another senior team member to be attend AFTEA in Singapore from the 30 October 2023 to 2 November 2023.
- Attendance at any events and meetings curated for the delegation.
- Ability to pay for any travel and accommodation costs.
- That you acknowledge the support of sponsors in any media about the delegation.

EOIs will be open from Wednesday 27th September 2023 9am and close 4pm Friday 6th October 2023 AWST.

For further details please contact Ryan Del Casale at DPRID on investment@dpiird.wa.gov.au or 9368 3642.



Terms and Conditions

1. The attached letter and these terms constitute the entire agreement between the State of Western Australia acting through its Department of Primary Industries and Regional Development (DPIRD) as the party coordinating and hosting the Display and Delegations, and the Exhibitor as the party seeking to exhibit on the Display and participate in the Delegation.

NOMINATION AND EXHIBITION

2. The Exhibitor must showcase their products and/or services on the Display at the Agri-Food Tech Expo (AFTEA) at Singapore International Agrifood Week (SIAW).
3. The Exhibitor must arrange and pay for all costs associated with the Exhibitor's participation in the Delegation and placement of its products and/or services on the Display including but not limited to travel, meals, accommodation, insurance, product sampling and freight and transport costs but excluding the cost of the Display at the AFTEA.
4. The Exhibitor must bear all costs associated with all its export, import and other compliance activities relating to the provision and delivery of any samples and requested marketing collateral for the Display, including but not limited to freight, clearing, storage, destruction, delays, demurrage and any other cost incurred offshore, in Australia or in Singapore, including in circumstances where the Exhibitor withdraws from The Expo after any samples have shipped.
5. The Exhibitor may use its own freight forwarding company to freight its products to the AFTEA or contact a freight forwarder nominated by DPIRD.
6. At all times, the Exhibitor must comply with (and ensure its Products comply with) all laws in Singapore and Australia, including for the avoidance of doubt packaging, import and export laws. Please refer to the Singapore Customs website at [Singapore Customs](#) for more information.
7. DPIRD will pay costs associated with registering and maintaining the Display and a collated Exhibitor booklet and supply DPIRD staff members to manage the Display during The Expo.
8. The Exhibitor must consult and comply with the latest AFTEA Exhibition Rules and Regulations. DPIRD will endeavour to supply a copy to the Exhibitor after execution of these Terms.
9. The Exhibitor acknowledges that participation on the Display at the AFTEA and in the Delegation provides an opportunity to promote and showcase its business to international customers. While DPIRD will endeavour to showcase the Exhibitor's



products and/or services on the Display, DPIRD will exercise its absolute discretion as to the design and content of the Display.

10. DPIRD will attempt to ensure that there is always at least one DPIRD officer at the Display and will contact the Representative as soon as practicable if there is genuine interest from a customer at the AFTEA. DPIRD does not guarantee that new leads and sales will result from the Display.
11. Exhibitors may only display their products and/or services exclusively on the Display. Promotion or presentation of the Exhibitor's company, products or brands on any other stand at the AFTEA is not permitted.
12. The Exhibitor may take any unused samples at the conclusion of the AFTEA on 2 November 2023, no later than 4:30pm Singapore Standard Time. If these items are not removed by the Representative at the nominated time, all items will be disposed of according to the AFTEA Regulations and the Exhibitor will have no claims in relation to them.
13. Due to constraints on the Display and to promote fairness with other exhibitors, DPIRD will liaise with the Exhibitor but will itself determine the most appropriate amount of samples for the duration of the AFTEA.
14. The Exhibitor confirms and must ensure that the contents of its marketing materials, including the information given above will be true and correct. The Exhibitor agrees that DPIRD may record and share its products, collateral, content, contact details and other information with any third party connected with the AFTEA.
15. The Exhibitor agrees to follow all reasonable directions given by the AFTEA Organisers and DPIRD their respective officers, contractors and agents in relation to the Exhibitor's participation in the AFTEA.
16. The Exhibitor must take out and maintain at its own expense such insurance (including Public Liability Insurance) as a prudent and responsible entity would affect in respect of its products, activities and participation in the Display, the Delegation and the AFTEA.

NOMINATION OF REPRESENTATIVE AND PARTICIPATION IN DISPLAY AND DELEGATION

17. The Exhibitor will nominate one representative of their organisation to participate on the Display and Delegation (**Representative**). The Exhibitor's Representative will be DPIRD's contact person in relation to the Exhibitor's participation in the AFTEA and accompanying Display and Delegation. Other representatives may be permitted onto the Display subject to prior approval from DPIRD.



18. The Exhibitor may replace the Representative with another suitable Representative following written notice to DPIRD by no later than Friday 21 October 2023 by 4.00pm AWST.
19. The Representative must attend DPIRD's the AFTEA pre-briefing in Australia, scheduled for Wednesday 19 October 2023 (online). Briefing details will be provided by DPIRD by Friday 14 October 2023. Any changes to the pre-briefing schedule will be communicated by DPIRD to the Representative as soon as practicable.
20. During the AFTEA, the Representative may only attend the Display to promote the Exhibitor's products and/or services during the official event hours.
21. DPIRD will endeavour to arrange other activities and events for the Delegation as a group during the AFTEA. These may include site visits and a Delegation dinner/Networking event. DPIRD will cover reasonable costs associated with the Delegation dinner and any transport it arranges to the site visits and the Delegation dinner as part of the official program.
22. Any activities, tours or transport DPIRD arranges will depart from a specified location advised by DPIRD. The Representative must ensure that they are at the specified location at specified departure times, as advised by DPIRD. If the Representative fails to comply with the times or arrangements DPIRD communicates, DPIRD will not be liable to make alternative arrangements for the Representative or incur more costs for such alternative arrangements.
23. The Exhibitor and their Representative must at all times, maintain standards and behaviours that reflect professionalism and respect while at the Display, in the Delegation or attending the AFTEA site and otherwise act in accordance with any applicable laws of Singapore or the AFTEA Regulations.
24. Exhibitors or Representatives who make late changes to their participation in the AFTEA or withdraw after 16 October 2023 may become ineligible for future missions.
25. DPIRD reserves the right to terminate or prevent ongoing participation in the AFTEA by any Exhibitor or Representative that does not comply with these Terms. If it does so, DPIRD will not be liable to the Exhibitor or the Representative.

INDEMNITY

26. The Exhibitor indemnifies and keeps indemnified DPIRD, the State of Western Australia and their officers, employees and agents against all costs, losses, expenses, claims, actions, damages or other liabilities or proceedings (including all legal fees) suffered, incurred or sustained in connection with or as a result of:
 - a) the Exhibitor and its employee, contract, agent or Representative's participation in The Expo, including any loss or damage to their Hero or Replacement Product samples;



- b) any breach of these Terms by the Exhibitor or its Representative;
- c) any shipping, customs, import, export or clearing delays in Australia or Singapore that cause their Hero or Replacement Product samples not to arrive in time for The Expo;
- d) any allergic reactions, sickness, injury or death resulting from the Exhibitor's Products displayed at the Display or distributed by the Exhibitor or DPIRD at The Expo; and
- e) the Representative's attendance at the Display or in any activities/tours/transport arranged by DPIRD for the Delegation.

27. The Exhibitor acknowledges and agrees that organisers of AFTEA may reschedule or cancel The Expo at any time and for any reason whatsoever, and releases DPIRD from any costs, losses, expenses, claims, actions, damages or other liabilities incurred by the Exhibitor in connection with such cancellation.

28. DPIRD is arranging the Display and Delegation (at no cost to the Exhibitor except as otherwise stated in these Terms) to attempt to promote and assist Western Australian agrifood-tech businesses with international customer and markets. The State of Western Australia and DPIRD do not make any representations or warranties about The Expo or the Exhibitor's or Representative's participation in The Expo, the Display or the Delegation. Exhibitors and their Representatives participate at their own risk entirely. The State of Western Australia, DPIRD and their officers, employees and agents will have no liability whatsoever (by reason of negligence, under Statute, to the extent permitted in contract or at law) to the Exhibitor or their Representative.

Executed by [company name] Pty Ltd) (ACN [insert]) pursuant to) section 127 Corporations Act 2001) in the presence of:	
_____	_____
Signature of Director	Signature of Director / Secretary
_____	_____
Full name of Director	Full name of Director/Secretary