



FALL 2020
VIRTUAL EVENTS SCHEDULE



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COVID-19 has caused unprecedented ripple effects across the higher education sector which has challenged us all to explore innovative approaches to ensure educational delivery is uninterrupted and staff and students can adapt.

The dedication that institutions give to fostering relationships with students will ensure that our evolving, interconnected global community will only continue to strengthen and grow. In a recent QS survey of 77,000 students, 92% of respondents indicated that they still wished to study overseas.

At QS, we remain confident in our ability to support your international student recruitment endeavors through world class Virtual events, enabling students and institutions to continue to build relationships remotely and seamlessly. Through the use of cutting-edge technology, our virtual events give you a unique platform to connect with targeted and highly qualified leads in your traditional markets or to trial new ones in a more cost-effective way.

Based on customers' feedback, this Fall, we have introduced a more advanced targeting, which allows universities to attract candidates not only in selected cities, but also in regions, states and countries. In regions like Latin America we have split the events across two dates in order to address the time zone differences.

Based on high student demand we have also split USA, Canada, Germany & Italy events into regions/states in order to allow candidates to have more meaningful connections with you at our events.

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VIRTUAL WORLD MBA TOUR & VIRTUAL WORLD GRAD SCHOOL TOUR

QS, THE WORLD'S LARGEST STUDENT RECRUITMENT EVENT ORGANISER, IS PROUD TO OFFER AN INNOVATIVE SUITE OF VIRTUAL EVENTS.

Our virtual fairs allow institutions to extend the reach of their brand awareness and connect with high quality MBA and Masters candidates in many more locations around the globe. This format typically draws in large numbers of potential students, at different stages of the research and application process, and is a great opportunity to showcase your brand and USPs with our conference style approach. Engage in presentations, panel discussion and workshops to showcase your stance on key issues and questions of prospective students.

Our top priority is to enable you to have the right quality interactions at your virtual booth, where you will be able to engage with students by streaming live videos, sharing brochures and other materials as well as interacting with them via text or video chat – all in one platform.

To help the right candidates find you, we provide them with a matching tool, developed in-house, both in advance and integrated within the event platform. This gives candidates the ability to find and navigate to their best-fit institutions at the event, so the conversations are better quality for both parties. This will be supported by pre-event communications showcasing schools' USPs as well as guidance on how to prepare for the event.

All participating institutions will have access to the registration database two weeks before the event, and all their event connections (with detailed interaction levels - eg. chat, attended presentation, downloaded brochure etc) immediately following the event within 24 hours.





VIRTUAL CONNECT MBA & VIRTUAL CONNECT MASTERS

QS CONNECT EVENTS PROVIDE PRE-SCHEDULED MEETINGS WITH MBA AND BUSINESS/STEM MASTERS CANDIDATES MATCHING YOUR ADMISSIONS CRITERIA.

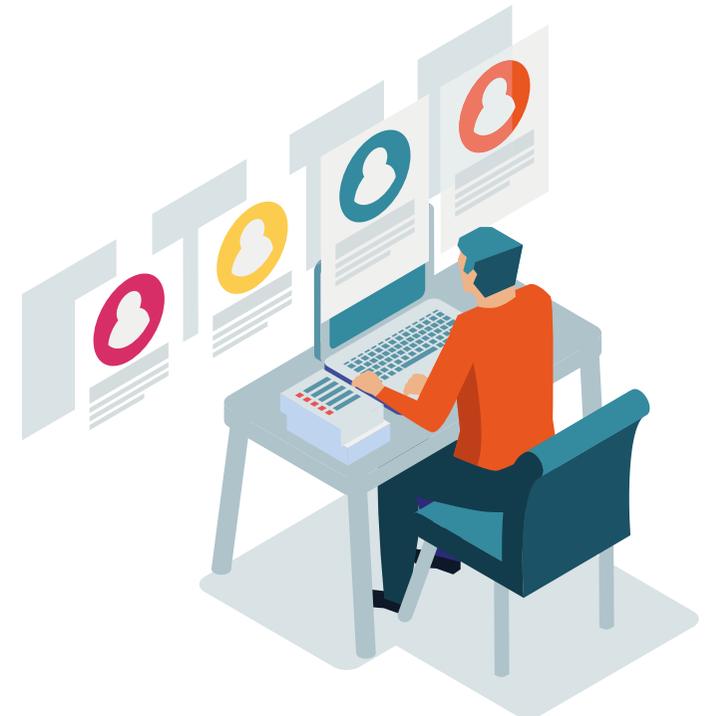
These 25-minute meetings give you an opportunity to make meaningful connections with prospective students in the final stages of the research and application process.

Our experienced career advisors screen all the potential candidates, conduct telephone consultations to identify the right programs and institutions to meet their needs, get your approval on each pre-screened candidate

and organize your appointments on the day. On average, 83% of recommended candidates reviewed pre-event were approved by clients in advance.

In select locations, QS will offer Connect+ events, which include a pre-event workshop or panel discussion for candidates as well as a short introductory video from each participating school.

Following the event, all participating institutions will have access to the registration database, including a list of candidates who matched their criteria (recommended candidates) and candidates they met with during the event (connections).



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PRESENTATION AND WORKSHOP ADD-ONS

SCHOOL PRESENTATIONS

A 10min pre-recorded presentation followed by 10min Q&A at Virtual World Grad School Tour or Virtual World MBA Tour fairs. These presentations are an invaluable tool designed to enhance the visibility of your school, reaching a large audience at our fairs. Showcased within the Auditorium on our digital platform, attendees can watch the presentation on-demand during the entire event. All presentations will focus on a topic that is appealing to candidates. QS will recommend topics and headlines, which can be tailored to your school or program.

Book early to avoid disappointment as these are in high demand and subject to availability

WORKSHOPS/MASTERCLASSES

A 25min live seminar at selected events, available at both Virtual Fairs and Virtual Connect events. Masterclasses are designed to involve your lecturers/professors. These sessions are interactive and provide insight on the experience of studying at your school. As with Masterclasses, Workshops are a great tool to showcase the benefits your school/university offers in terms of student experience and teaching style.



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FREE OFFERINGS AT QS VIRTUAL EVENTS

PANEL DISCUSSIONS/FIRESIDE CHATS

A 25-mins interactive webinar style live panel discussions with Q&A. You will be able to cover topics around: Where to Study (country specific discussions), Admissions and Application, Funding, Online learning, Employability and much more.

Panels are an excellent way to position yourself and your school as a leader in the industry by providing valuable information beneficial to students searching for general information about graduate or MBA studies.

ALUMNI/CURRENT STUDENTS

Live talks with Alumni/Current students from participating schools focusing on their experience and journey at selected events. Inviting local Alumni and/or current students to join the event is a fantastic opportunity to showcase success stories and provide further insight to potential students.

3 MINUTE FEATURE VIDEO

At Connect+ events, we are increasing the visibility of your school by featuring a short, attractive snapshot video with concise pitch about your school or program. We're playing these videos throughout the event, prompting candidates to interact with you.

NOTE: There are a limited number of these sessions at selected events. To qualify for these sessions the schools will need to book a minimum of 5 events in the region. We encourage schools to express interest early, so we can allocate and confirm panellists in advance and include the schools in our event marketing.

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- ▲ EMBA Recommended
- STEM Recommended
- ◆ "Connect +" event



| | Virtual World MBA Tour | Virtual Connect MBA | Virtual World Grad School Tour | Virtual Connect Masters |
|---------------------|------------------------|---------------------|--------------------------------|-------------------------|
| Asia Premium | | | | |
| Tue 18-Aug | | Japan ◆ | | |
| Thu 20-Aug | | South Korea ◆ | | |
| Sat 22-Aug | | China Mainland ◆ | | |
| Tue 25-Aug | | Taiwan ◆ | | |
| Wed 26-Aug | | Hong Kong ◆ | | |
| Thu 27-Aug | | Singapore ◆ | | |

| Latin America | | | | |
|----------------------|--|--|--|------------|
| Sat 05-Sep | | Chile ◆ | Chile ● | Chile |
| Wed 09-Sep | | Argentina ◆ | Argentina ● | Argentina |
| Thu 10-Sep | | Brazil - Study in LatAm, US & Canada ◆ | Brazil - Study in LatAm, US & Canada ● | |
| Sat 12-Sep | | Brazil - Study in Europe, Australia & Asia ◆ | Brazil - Study in Europe, Australia & Asia ● | Brazil ● |
| Sun 13-Sep | | Paraguay, Uruguay, Bolivia & Venezuela ◆ | Paraguay, Uruguay, Bolivia & Venezuela ● | |
| Mon 14-Sep | | | Ecuador ● | |
| Tue 15-Sep | | Peru ◆ | Peru ● | Peru ● |
| Wed 16-Sep | Colombia - Study in LatAm, US & Canada | Colombia | Colombia - Study in LatAm, US & Canada ● | Colombia ● |
| Sat 19-Sep | Colombia - Study in Europe, Australia & Asia | | Colombia - Study in Europe, Australia & Asia ● | |
| Mon 21-Sep | | Central America (Costa Rica, Panama, Dominican Rep, Puerto Rico) ◆ | | |
| Tue 22-Sep | | | Central America (Costa Rica, Panama, Dominican Rep, Puerto Rico) ● | |
| Wed 23-Sep | Mexico - Study in LatAm, US & Canada | Mexico | Mexico - Study in LatAm, US & Canada ● | |
| Thu 24-Sep | Mexico - Study in Europe, Australia & Asia | | Mexico - Study in Europe, Australia & Asia ● | Mexico ● |



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- ◆ "Connect +" event



| | Virtual World MBA Tour | Virtual Connect MBA | Virtual World Grad School Tour | Virtual Connect Masters |
|----------------------|---|--|---------------------------------------|--|
| North America | | | | |
| Thu 10-Sep | | Seattle, Washington State & Oregon ◆ | | |
| Sat 12-Sep | | San Francisco & Northern California ◆ | | |
| Sun 13-Sep | | Los Angeles & Southern California ◆ | | |
| Tue 15-Sep | | Vancouver, British Columbia & Alberta ◆ | | Vancouver, British Columbia & Alberta ◆ |
| Thu 17-Sep | | Montreal & Quebec ◆ | Montreal & Quebec | Montreal & Quebec |
| Sat 19-Sep | | | Toronto & Ontario | Toronto & Ontario |
| Sun 20-Sep | Toronto & Ontario | Toronto & Ontario | | |
| Tue 22-Sep | | Boston & New England ◆ | | Boston & New England ◆ |
| Thu 24-Sep | | Washington DC, Maryland, Virginia & Pennsylvania ◆ | | Washington DC, Maryland, Virginia & Pennsylvania ◆ |
| Sat 26-Sep | | | New York, New York State & New Jersey | New York, New York State & New Jersey |
| Sun 27-Sep | East Coast, New York State & New Jersey | New York, New York State & New Jersey ▲ | | |
| Wed 30-Sep | | Chicago & Midwest USA ◆ | | |
| Thu 22-Oct | | Atlanta & South-East States ◆ | | |
| Sat 24-Oct | | Texas ◆ | | |
| Mon 26-Oct | | Denver & Rocky Mountain states ◆ | | |
| Tue 17-Nov | | West Coast USA - California, Seattle & Portland ◆ | | |
| Wed 18-Nov | | East Coast - Study Abroad ◆ | | |
| Thu 19-Nov | | East Coast USA - New York, Washington DC, Boston, Miami, Atlanta, Philly & Chicago ◆ | | |
| Sat 21-Nov | | Canada - Vancouver, Calgary, Toronto & Montreal ◆ | | |

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| | Virtual World MBA Tour | Virtual Connect MBA | Virtual World Grad School Tour | Virtual Connect Masters |
|--------------------|------------------------|------------------------|--------------------------------|--------------------------|
| Middle East | | | | |
| Wed 16-Sep | | Oman ◆ | | Oman ◆ |
| Sat 19-Sep | | United Arab Emirates ◆ | | United Arab Emirates ◆ ● |
| Wed 23-Sep | | Egypt ◆ | | Egypt ◆ ● |
| Fri 25-Sep | | Qatar ◆ | | Qatar ◆ |
| Sat 26-Sep | | Turkey | Turkey ● | Turkey |
| Sun 27-Sep | | Saudi Arabia ◆ | | Saudi Arabia ◆ |
| Wed 4-Nov | | Lebanon ◆ | | Lebanon ◆ ● |

| | | | | |
|-------------|----------------|---------------------------------------|--------------------|-------------------------------------|
| Asia | | | | |
| Mon 26-Oct | | | South Korea | South Korea ● |
| Tue 27-Oct | | South Korea ◆ | | |
| Wed 28-Oct | | Thailand & Vietnam ◆ | Thailand & Vietnam | Thailand & Vietnam |
| Thu 29-Oct | | | China Mainland | China Mainland (Evening Session) |
| Sun 01-Nov | | China Mainland (Evening Session) ◆ | | |
| Mon 02-Nov | China Mainland | | | |
| Tue 03-Nov | | Taiwan ◆ | Taiwan | Taiwan |
| Thu 05-Nov | | Hong Kong ◆ | | Hong Kong ◆ |
| Sat 07-Nov | | Indonesia ◆ | | |
| Sun 08-Nov | | | Indonesia | Indonesia ● |
| Mon 09-Nov | | Singapore ◆ ▲ | | Singapore ◆ |
| Wed 11-Nov | | Malaysia ◆ | | |
| Thu 12-Nov | | | | Malaysia ◆ ● |
| Mon 16-Nov | | Japan ◆ ▲ | | Japan ◆ |
| Tue 17-Nov | | Philippines ◆ | | Philippines ◆ ● |

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| | Virtual World MBA Tour | Virtual Connect MBA | Virtual World Grad School Tour | Virtual Connect Masters |
|---------------|------------------------|---|--------------------------------------|--|
| Europe | | | | |
| Thu 24-Sep | | Central Asia - Azerbaijan, Uzbekistan, Kazakhstan, Georgia & Kyrgyzstan ◆ | | Central Asia - Azerbaijan, Uzbekistan, Kazakhstan, Georgia & Kyrgyzstan ◆ |
| Sat 26-Sep | | Turkey | Turkey ● | Turkey ● |
| Mon 28-Sep | | Russia ◆▲ | | |
| Tue 29-Sep | | | Russia ● | Russia ● |
| Wed 30-Sep | | Italy ◆ | | |
| Thu 01-Oct | | Greece ◆ | | |
| Sat 03-Oct | United Kingdom | United Kingdom ▲ | | |
| Sun 04-Oct | | | United Kingdom ● | United Kingdom ● |
| Mon 05-Oct | | | Greece ● | Greece ● |
| Wed 07-Oct | | Switzerland ◆▲ | | Switzerland ◆ |
| Thu 08-Oct | | Austria ◆ | | Austria ◆ |
| Sat 10-Oct | France | France | France | France |
| Tue 13-Oct | | | Central Italy - Bologna & Florence ● | Central Italy - Bologna & Florence ● |
| Wed 14-Oct | | | South Italy - Rome & Naples ● | South Italy - Rome & Naples ● |
| Thu 15-Oct | | | North Italy - Milan & Turin ● | North Italy - Milan & Turin ● |
| Sat 17-Oct | | Central & Eastern Europe - Poland, Czechia, Slovakia, Hungary, Romania, Belarus & Ukraine ◆ | | Central & Eastern Europe - Poland, Czechia, Slovakia, Hungary, Romania, Belarus & Ukraine ◆● |
| Mon 19-Oct | | Ireland ◆ | | Ireland ◆ |
| Wed 21-Oct | | Spain ◆ | | Spain ◆ |
| Thu 22-Oct | | Portugal ◆ | | Portugal ◆ |
| Tue 27-Oct | | Scandinavia ◆▲ | | Scandinavia ◆ |
| Wed 28-Oct | | Netherlands ◆ | | Netherlands ◆ |
| Thu 29-Oct | | Belgium & Luxemburg ◆ | | Belgium & Luxemburg ◆ |
| Sat 31-Oct | | West Germany - Frankfurt, Cologne & Dusseldorf ◆ | | West Germany - Frankfurt, Cologne & Dusseldorf ◆ |
| Mon 02-Nov | | North Germany - Berlin & Hamburg ◆▲ | | North Germany - Berlin & Hamburg ◆ |
| Tue 03-Nov | | South Germany - Munich, Stuttgart & Nurnberg ◆▲ | | South Germany - Munich, Stuttgart & Nurnberg ◆ |

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- ▲ *EMBA Recommended*
- *STEM Recommended*
- ◆ *"Connect +" event*



| | Virtual World MBA Tour | Virtual Connect MBA | Virtual World Grad School Tour | Virtual Connect Masters |
|---------------|------------------------|---------------------|--------------------------------|-------------------------|
| Africa | | | | |
| Sat 14-Nov | Africa | | Africa | |

| India | | | | |
|--------------|-----------|-----------|-------------|-------------|
| Thu 03-Dec | | | Kathmandu ● | |
| Sat 05-Dec | | | Mumbai ● | Mumbai ● |
| Sun 06-Dec | Mumbai | Mumbai | | |
| Mon 07-Dec | | | Pune ● | |
| Tue 08-Dec | New Delhi | New Delhi | | |
| Wed 09-Dec | | | New Delhi ● | New Delhi ● |
| Thu 10-Dec | Hyderabad | | | |
| Fri 11-Dec | | | Hyderabad ● | Hyderabad ● |
| Sat 12-Dec | Bangalore | Bangalore | | |
| Sun 13-Dec | | | Bangalore ● | Bangalore ● |
| Mon 14-Dec | Chennai | | | |
| Tue 15-Dec | | | Chennai ● | |

TERMS & CONDITIONS

(1/2)



Terms of Reference

The term "Exhibitor" shall mean the organisation listed on the Participation Form who has been allocated space for the purpose of participating in any QS Quacquarelli Symonds Ltd Event (eg The QS World University Tour, The QS World Grad School Tour, The QS World MBA Tour, QS Connect MBA or QS Connect Masters). The term "Fair(s)" shall mean the Fair(s) referred to on the Participation Form.

The term "Organizer" shall mean QS Quacquarelli Symonds Ltd. "Contract" means these terms and conditions for participation space on the tour, the communication guidelines explaining how the Exhibitor can use the Candidate Data [http://outreach.qs.com/terms_pdf/candidate_terms.pdf#_blank], the Participation Form and, if applicable, the Standard Contractual Clauses entered into between the Organizer and the Exhibitor.

By purchasing a table at the Fair, the Exhibitor agrees to promote its presence at all tour events it attends. This includes, but is not limited to, listing the events on events calendars (both school websites and third party sites), newsletter announcements, and two dedicated emails to local lead databases.

The Contract constitutes the entire agreement between the parties. The Exhibitor acknowledges that it has not relied on any statement, promise, representation, assurance or warranty made or given by or on behalf of the Organizer which is not set out in the Contract.

1. Allocation of Exhibition Space.

The Organizer shall allocate the space at the Fair to the Exhibitor as it deems fit. The Organizer reserves the right to change the space allocated to Exhibitors at any time prior to the commencement of the Fair should circumstances demand and, to alter the space, to transfer or close entrances and exits to the Exhibition facilities and to undertake other alterations as may be necessary.

2. Use of Exhibition Space.

Exhibitors are only entitled to exhibit the announced products/services detailed on the Participation Form. Exhibitors are not allowed to sub-let or assign their stands to other parties either wholly or in part without the consent of the Organizer in writing.

3. Terms of Payment.

The fees for the space at the Fair are stated on the Participation Form. All payments of the fees must be made within 30 days and in advance of the date of the event. Early Bird booking discount is applicable only if payment is received within 30 days of the invoice date of any booking received prior to the Early Bird Deadline.

4. Breach of Contract and/or withdrawal by Exhibitor.

If Exhibitors withdraw from any Fair or Fairs they must confirm this in writing to the Organizer within the timelines set out below. The Exhibitor will incur the following charges:

All QS Events

Spring Tours

Cancellation within 30 days of booking and before 1st January will require 50% of total cost to be payable.

Cancellation on or after January 1st will require 100% of total cost to be payable.

Fall Tours

Cancellation within 30 days of booking and before 1st July will require 50% of total cost to be payable.

Cancellation on or after 1st July will require 100% of total cost to be payable.

Without limiting its other rights or remedies the Organizer may terminate the Contract by giving the Exhibitor not less than two weeks' written notice.

5. Changes in venue and/or duration of Fairs.

The Organizer reserves the right to change the venue and duration of Fairs. In the event of a change of venue and/or duration, the agreement to participate shall remain in force so long as the Exhibitor is informed at least one month prior to such change taking place.

6. Failure of Services

The Organizer shall not be liable for any loss sustained by the Exhibitor directly or indirectly attributable to cancellation, suspension or reduction of duration of the scheduled Fair due to:

- Acts of war or terrorism, civil war, civil commotion or riots, threats of war or preparation for conflict, sanctions, embargoes military activity, municipal statutory or civil authority requisition;
- Acts of god, such as fire, excessively inclement weather including drought earthquake, flood, typhoon or other natural disaster.
- Damage caused by aerial object or aircraft, including satellites

- or space debris;
- Strikes or lockouts by workmen;
- any law or any action taken by a government or public authority, including without limitation imposing an export or import restriction, quota or prohibition;
- the non-performance by suppliers or subcontractors; and

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(g) the interruption or failure of utility service.

If a Fair is cancelled, reduced or postponed then in such event the fees paid to the Organizer, or any part thereof may be refunded at the sole discretion of the Organizer to the Exhibitors but without prejudice to the Organizer's right to appropriate the entire sum or any part thereof or expenses they have already incurred for the Fair.

7. Candidate Data

Following the Exhibitor's participation in the Fair, the Organizer will make available to the Exhibitor contact information relating to the individuals who registered to attend the Fair and those individuals who attended the Fair ("Candidate Data"). Exhibitor's use of the Candidate Data is governed by these additional terms. Candidate Data provided to the Exhibitor by the Organizer as part of the tour booking should only be used to promote the Exhibitor's Business Schools programs, scholarships and other activities ("Business Purpose"). Use of the Candidate Data for any other purpose will be considered a violation of the Contract.

Candidate Data is likely to contain personal data (as defined in the Data Protection Act 1998). The Organizer, as data controller (as defined in the Data Protection Act 1998), agrees to make the Candidate Data available to the Exhibitor. Subject to the terms and conditions contained in the Contract, the Exhibitor will be acting as data controller in common with the Organizer in relation to the Candidate Data.

The Exhibitor agrees to comply with all applicable data protection laws, which includes the EU Data Protection Directive (Directive 95/46/EC), the Data Protection Act 1998, the Electronic Communications Data Protection Directive 2002/58/EC, the Privacy and Electronic Communications (EC Directive) Regulations 2003, the Regulation of Investigatory Powers Act 2000, the Telecommunications (Lawful Business Practice) (Interception of Communications) Regulations 2000 (SI 2000/2699) and any other data protection laws and regulations, orders and the equivalent applicable, as amended and in force from time to time.

TERMS & CONDITIONS

(2/2)



If required by the Organizer, the Exhibitor agrees that it will complete all details for and enter into the standard contractual clauses for the transfer of personal data from the European Union to controllers established in third countries that do not ensure an adequate level of protection (controller-to-controller transfers), as set out in the Annex to Commission Decision 2004/915/EC ("Standard Contractual Clauses"). The parties will co-operate to register the Standard Contractual Clauses with any supervisory authority in any member state of the European Economic Area or to procure approval from any such supervisory authority (as the case may be).

The Exhibitor agrees to not share the Candidate Data with any third parties. The Exhibitor shall only make copies of the Candidate Data to the extent necessary for fulfilling the Business Purpose and not do anything that may materially damage the reputation of the Organizer.

Additionally the Exhibitor agrees to have in place appropriate technical and organisational security measures so that the Candidate Data is protected against unauthorised or unlawful processing and against accidental loss, destruction or damage. This includes taking reasonable steps to ensure the reliability of its employees with access to the Candidate Data.

If a security breach occurs (meaning if there is any unauthorised or unlawful processing, or any unauthorised or accidental loss of, damage to, alteration of, destruction of, or disclosure of any Candidate Data), Exhibitor shall:

- (a) immediately notify the Organizer of the security breach;
- (b) give Organizer full co-operation and assistance in dealing with the breach;
- (c) implement and comply with any reasonable steps and actions Organizer requires to minimise or stop the breach and/or to prevent a similar breach reoccurring;
- (d) not respond to any candidates, third parties or their advisors until the Organizer and the Exhibitor have jointly determined a communication and response strategy in relation to the breach.

On termination of this Contract, the Exhibitor will cease to be able to use the Candidate Data and will return all copies of the Candidate Data in its possession.

Exhibitor shall fully indemnify and hold harmless the Organizer as a result of any breach of this section 7.

8. Press/Publicity.

Please note that photographs, film footage, video and radio recordings may be taken during the event. These photographs, films, videos and radio recordings may be used by the QS Fair Manager for marketing and promotional purposes. The Exhibitor agrees that it will notify its representatives and personnel attending the Fair. If the Exhibitor's personnel and representatives do not wish to be a part of any promotional activity, please advise the QS Fair Manager upon arrival at each event. Copyright of all press/publicity material is retained by the Organisers. Exhibitors are only entitled to exhibit the announced products/ services detailed on the Participation Form. Exhibitors are not allowed to sub-let or assign their stand/s to other parties either wholly or in part without the consent of the Organizers in writing.

9. Liability

Nothing in this Contract shall limit or exclude the Organizer's liability for:

- (a) death or personal injury caused by its negligence, or the negligence of its employees, agents or subcontractors;
- (b) fraud or fraudulent misrepresentation; and
- (c) breach of the terms implied by section 2 of the Supply of Goods and Services Act 1982 (title and quiet possession).

Subject to clause 9 (a) to (c), the Organizer shall under no circumstances whatever be liable to the Exhibitor, whether in contract, tort (including negligence), breach of statutory duty, or otherwise, for any loss of profit, or any indirect or consequential loss arising under or in connection with the Contract.

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The Organizer's total liability to the Exhibitor in respect of all other losses arising under or in connection with the Contract, whether in contract, tort (including negligence), breach of statutory duty, or otherwise, shall in no circumstances exceed the fees paid by Exhibitor under this Contract.

10. Security.

The Organizer shall take all appropriate security precautions in the interest of the Exhibitors and visitors. The Organizer shall not be held responsible for any loss or theft at the Fair hall or associated premises during the build-up, Fair, and dismantling period.

11. Governing law and jurisdiction.

These Terms and Conditions of the Tour Participation contract shall be subject to English law and the non-exclusive jurisdiction of the English Courts.

12. Insurance.

The Organizers are not liable for any loss, damage or injury incurred by participants during the event. Exhibitors must take full personal responsibility for their insurance cover.

13. VAT/IVA.

VAT applies to all clients within the United Kingdom at 20%.

14. General

(a) If any provision or part-provision of the Contract is or becomes invalid, illegal or unenforceable, it shall be deemed modified to the minimum extent necessary to make it valid, legal and enforceable. If such modification is not possible, the relevant provision or part-provision shall be deemed deleted. Any modification to or deletion of a provision or part-provision under this clause shall not affect the validity and enforceability of the rest of the Contract.

(b) A waiver of any right under the Contract or law is only effective if it is in writing and shall not be deemed to be a waiver of any subsequent breach or default. No failure or delay by a party in exercising any right or remedy under the Contract or by law shall constitute a waiver of that or any other right or remedy, nor prevent or restrict its further exercise of that or any other right or remedy. No single or partial exercise of such right or remedy shall prevent or restrict the further exercise of that or any other right or remedy.

(c) Nothing in the Contract is intended to, or shall be deemed to, establish any partnership or joint venture between any of the parties, nor constitute either party the agent of another party for any purpose. Neither party shall have authority to act as agent for, or to bind, the other party in any way.

(d) A person who is not a party to the Contract shall not have any rights to enforce its terms.

(e) Except as set out in this Contract, no variation of the Contract, including the introduction of any additional terms and conditions shall be effective unless it is agreed in writing and signed by the parties.

