American Thoracic Society International Conference

EXHIBITOR PROSPECTUS

EXHIBITION DATES
MAY 21 - 23, 2017
Walter E. Washington Convention Center
Washington, DC

Where today’s science meets tomorrow’s care™

ATS 2017
Where today’s science meets tomorrow’s care™

May 19-May 24, 2017
Washington, DC
http://conference.thoracic.org
On behalf of the American Thoracic Society (ATS), we invite you to participate in the ATS 2017 International Conference exhibition in Washington, DC. This is the preeminent conference on pulmonary, critical care, and sleep medicine in the United States. The ATS appreciates the significant contributions made by exhibiting and supporting companies. As the largest professionally attended pulmonary meeting in the United States, and the first healthcare meeting to have an independent-third-party audit of our registration data performed, our goal is to make this conference an increasingly productive and profitable experience for you.

We are committed to providing an environment that fosters discussion of your product or service to the over 12,000 pulmonary, critical care, and sleep researchers and clinicians who will attend ATS 2017. We strive to facilitate beneficial interactions between attendees and exhibitors, as well as help you achieve the greatest ROI for your company.

“ATS is a good show for relationship building with pulmonary physicians (U.S. & International). They do a good job of helping and educating exhibitors on best practices and getting attendees into the exhibit hall.”

— Shaela Dickinson
nSpire Health
AUDIENCE REACH

The ATS International Conference brings together researchers and clinicians so we can truly say this meeting is “Where Today’s Science Meets Tomorrow’s Care.™”

13,712 pulmonary, critical care, and sleep medicine professionals attended the ATS 2016 International Conference

53.5% of attendees were from the United States

52% of attendees spend up to 25% of their time teaching and sharing what they learned

93% of survey respondents indicated they visited the Exhibit Hall in 2016.

We Promote You!

• Featured exhibitor articles in two ePreviews, the ATS Print Preview, the Exhibit Guide and all three ATS Daily Bulletin newspapers
• ePreview 2 and the ATS Print Preview are focused on the Exhibit Hall and industry programs
• Company name and booth number in the Final Program

Benefits to ATS Exhibitors

✓ Three hours of unopposed time
✓ Four complimentary exhibitor badges per 10’x10’ booth
✓ Exhibitor badge provides access into most educational sessions (ticketed sessions not included)
✓ Five VIP Customer Exhibit Hall Only Passes
✓ Complimentary preview attendee pre-registration list (first name, last names, institution, city, state, country)
✓ Attendee mailing list rental (email message can be sent by CDS) that can be sorted by specific demographics to target those attendees most interested in your product/service

✓ Exhibitor Success & ROI Center – your FREE, on demand, 24/7 exhibiting knowledge resource
✓ Discounted exhibitor housing rates
✓ Complimentary Exhibitor Lounge on the exhibit floor featuring beverages and snacks
✓ Rental of Expo Suites inside the Exhibit Hall or discounted rates on Meeting Suites outside the Exhibit Hall
✓ Opportunity to host an Industry Theater, Practical Workshop or Guru Bar
✓ Monthly issues of the ATS Exhibitor Newsletter
✓ Exhibitor Appreciation Reception on Sunday afternoon
2016 ATTENDEE DEMOGRAPHICS

We are pleased to present the independent, third-party audit of the ATS 2016 International Conference. The audit of the attendance numbers was performed by Exhibit Surveys.

Full details of the audit can be found on the ATS conference website: https://conference.thoracic.org/exhibitors/become-exhibitor/official-attendee-audit.php

PROFESSIONAL AUDITED ATTENDANCE

U.S. (includes Puerto Rico, Guam and APO military bases) – 7,330
International – 6,382

For specific breakdown by state or country please see the complete audit online. Percentages shown are based on attendance as a whole.

ATTENDEES BY EDUCATION/CREDENTIALS

(attendees could select up to 3)

<table>
<thead>
<tr>
<th>Education</th>
<th>Total attnd</th>
<th>% of total</th>
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<tbody>
<tr>
<td>ACNS-BC</td>
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<tr>
<td>BA</td>
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<tr>
<td>BM</td>
<td>10</td>
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<tr>
<td>BM BCH</td>
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<tr>
<td>BS</td>
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<td>BSc</td>
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<td>BSN</td>
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<tr>
<td>DMD</td>
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<tr>
<td>DO</td>
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<tr>
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<td>DrPH</td>
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<td>DVM</td>
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<td>JD</td>
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<td>MA</td>
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<td>MBChB</td>
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<tr>
<td>MD</td>
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<td>MPH</td>
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<td>MRCP</td>
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<tr>
<td>MS</td>
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<td>MSc</td>
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<td>MSN</td>
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<td>NP</td>
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<td>PhD</td>
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<td>PT</td>
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<td>RN</td>
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<td>RPh</td>
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<td>RRT</td>
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<tr>
<td>ScD</td>
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<tr>
<td>Other</td>
<td>547</td>
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</table>

Total Conference and Exhibit Only Attendees Identified by Educational Credentials 13,448 98.1

Total Conference and Exhibit Only Attendees Not Identified by Educational Credentials 264 1.9

TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES 13,712 100.0

WORKSETTING (BUSINESS TYPE)

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Total attnds</th>
<th>% of total</th>
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<tr>
<td>Academic, Private</td>
<td>2,408</td>
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<td>Academic, Public</td>
<td>3,348</td>
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<tr>
<td>Community Health Center</td>
<td>195</td>
<td>1.4</td>
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<tr>
<td>Government, Federal</td>
<td>305</td>
<td>2.2</td>
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<tr>
<td>Government, International</td>
<td>78</td>
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<tr>
<td>Government, Local</td>
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<tr>
<td>Government, State</td>
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<td>2.1</td>
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<tr>
<td>Government, Other</td>
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<td>0.4</td>
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<tr>
<td>Health Maintenance Organization</td>
<td>102</td>
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<tr>
<td>Hospital, Community</td>
<td>1,296</td>
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<td>Hospital, University</td>
<td>4,934</td>
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<td>Hospital, Other</td>
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<tr>
<td>Industry/Device</td>
<td>249</td>
<td>1.8</td>
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<tr>
<td>Industry/Pharmaceuticals</td>
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<tr>
<td>Industry/Research</td>
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<tr>
<td>Military</td>
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<tr>
<td>Practice/Group</td>
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<tr>
<td>Practice/Individual</td>
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<td>Professional Society (employee)</td>
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<td>Veterans Affairs</td>
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<tr>
<td>Other</td>
<td>309</td>
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</table>

Total Conference and Exhibit Only Attendees Identified by Work Setting 13,407 97.8

Total Conference and Exhibit Only Attendees Not Identified by Work Setting 305 2.2

TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES 13,712 100.0
WHAT CAN EXHIBITORS DO TO ENCOURAGE YOU TO SPEND MORE TIME IN THE EXHIBIT HALL?  
(Based on ATS 2016 attendee survey)

<table>
<thead>
<tr>
<th>Topic</th>
<th>Total attnds</th>
<th>% of total</th>
</tr>
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<tbody>
<tr>
<td>Educate rather than sell</td>
<td>57.51</td>
<td>57.51 %</td>
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<tr>
<td>Hands-on/interactive activities</td>
<td>56.5</td>
<td>56.5 %</td>
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<tr>
<td>In-booth product presentations/demonstrations</td>
<td>40.37</td>
<td>40.37 %</td>
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<tr>
<td>In-booth education/speakers</td>
<td>34.19</td>
<td>34.19 %</td>
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ATTENDEES BY SPECIALTY  
(attendees could select more than one response)

<table>
<thead>
<tr>
<th>Education</th>
<th>Total attnds</th>
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<tr>
<td>Oncology</td>
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<tr>
<td>Palliative Care</td>
<td>136</td>
<td>1.0</td>
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<tr>
<td>Pathology</td>
<td>184</td>
<td>1.3</td>
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<tr>
<td>Pediatrics</td>
<td>665</td>
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<tr>
<td>Pharmacology</td>
<td>462</td>
<td>3.4</td>
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<tr>
<td>Pharmacy</td>
<td>195</td>
<td>1.4</td>
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<tr>
<td>Physical Therapy</td>
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<td>Physician Assistant</td>
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<td>Physiology, Cellular</td>
<td>296</td>
<td>2.2</td>
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<td>Physiology, Integrative/ Organ System</td>
<td>367</td>
<td>2.7</td>
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<tr>
<td>Post-Doctoral</td>
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<td>2.2</td>
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<tr>
<td>Preventive Medicine</td>
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<td>Psychiatry</td>
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<td>Psychology</td>
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<tr>
<td>Public Health</td>
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<tr>
<td>Pulmonary (Adult)</td>
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<td>Pulmonary (Interventional)</td>
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<tr>
<td>Pulmonary (Pediatric)</td>
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<tr>
<td>Quality Improvement</td>
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<tr>
<td>Radiology</td>
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<tr>
<td>Rehabilitation</td>
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<td>Research (Basic Science)</td>
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<tr>
<td>Research (Clinical)</td>
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<td>Research (Epidemiology)</td>
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<td>Resident</td>
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<tr>
<td>Retired</td>
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<td>Sleep Medicine</td>
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<td>Social Sciences</td>
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<tr>
<td>Student (Non-Physician)</td>
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<tr>
<td>Student (Physician)</td>
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<tr>
<td>Surgery, Thoracic</td>
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<td>Surgery, Other</td>
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<td>Technician/Technical Support</td>
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<td>Veterinary Medicine</td>
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<tr>
<td>Other</td>
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TOPICS OF INTEREST  
(attendees could select more than one response)

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<tr>
<th>Topic</th>
<th>Total attnds</th>
<th>% of total</th>
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<td>ARDS</td>
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<tr>
<td>Sepsis</td>
<td>2,936</td>
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<td>Shock</td>
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<td>Other Respiratory Failure/Injury</td>
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<tr>
<td>Alpha-1 Antitrypsin</td>
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<td>6.4</td>
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<tr>
<td>Asthma</td>
<td>5,516</td>
<td>40.2</td>
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<tr>
<td>Bronchiectasis</td>
<td>2,106</td>
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<tr>
<td>COPD</td>
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<td>40.2</td>
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<td>Other Diseases of Air Movement and Airways</td>
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<td>7.2</td>
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<tr>
<td>Chronic Thromboembolic Pulmonary Hypertension</td>
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<td>24.6</td>
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<tr>
<td>Pulmonary Hypertension</td>
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<td>Other Pulmonary Vascular Diseases</td>
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<td>9.5</td>
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<tr>
<td>Cystic Fibrosis</td>
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<tr>
<td>Other Congenital, Genetic and Developmental Lung Diseases</td>
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<td>5.9</td>
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<tr>
<td>Environmental, Exposure-Related and Occupational Lung Diseases</td>
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<td>Fungal Lung Diseases</td>
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<td>7.7</td>
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<tr>
<td>Nontuberculous Mycobacterial Infection</td>
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<tr>
<td>Pleural Infections</td>
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<tr>
<td>Pneumonia</td>
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<td>Other Systemic Diseases Affecting the Respiratory System</td>
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<td>Idiopathic Pulmonary Fibrosis</td>
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<td>Other Interstitial Lung Diseases</td>
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<td>Mesothelioma</td>
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<td>Pleural Effusion</td>
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<td>Other Diseases of the Pleura and Chest Wall</td>
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<td>Myasthenia Gravis</td>
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<td>2.1</td>
</tr>
<tr>
<td>Narcolepsy</td>
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<td>Obstructive Sleep Apnea</td>
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<td>Paroxysmal Arrhythmias</td>
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<td>Restless Leg Syndrome</td>
<td>532</td>
<td>3.9</td>
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<tr>
<td>Other Sleep-Related and Neuromuscular Breathing Disorders</td>
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<td>3.3</td>
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<tr>
<td>Pulmonary Embolism/Deep Vein Thrombosis</td>
<td>1,660</td>
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<td>Rare Lung Diseases</td>
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<td>11.1</td>
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<td>Transplantation</td>
<td>1,117</td>
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Total Conference and Exhibit Only Attendees Identified by Topics of Interest 13,386 97.7
Total Conference and Exhibit Only Attendees Not Identified by Topics of Interest 317 2.3
Total Conference and Exhibit Only Attendees 13,712 100.0
Scientific Posters, Registration, and Exhibits Located Together
The conference registration area, the scientific posters, and the Exhibit Hall are all located in Halls A, B, and C on the exhibit level of the convention center.

Unopposed Exhibit Time
Each day from 1:15 to 2:15 p.m. is dedicated time for attendees to visit the Exhibit Hall. No educational programming is scheduled during this time. Complimentary beverages and wholesome snacks are served in the Networking Hubs to drive attendance.

Guru Bars
Attendees are able to engage and learn in one of four small theaters organized by categories of interest: 1) Education/Awareness/Prevention 2) Diagnosis 3) Treatment 4) Adherence/Compliance. This learning experience consists of burst sessions of 15-20 minutes led by subject matter experts from industry.

Industry Theaters and Practical Workshops
Industry Theaters and Practical Workshops provide two venues in the Exhibit Hall for attendees to gain knowledge of the latest industry advances in pulmonary, critical care and sleep medicine. There are two Industry Theaters (seating 250 people) and one Mini Theater (seating 50 people) located across the back of the Exhibit Hall. Two time slots per day are available for the larger theaters and three time slots per day are available for the smaller theater. The ATS provides boxed lunches for the theaters to increase attendee participation.

The Practical Workshop (seating 150 people) offers medical device companies the opportunity to host a presentation with at least 50 minutes of hands-on skills training. We offer one time slot per day and the sponsor can add boxed lunches to their presentation. Hands-on skills training is in high demand at the ATS International Conference.

Digital Health Pavilion
Digital therapeutics are proving highly effective in helping to manage long-term conditions, as well as driving behavior change to prevent diseases in the long run and help people live more healthily. These technologies sit at the heart of the IT revolution in health, democratizing access to the latest health data, research and guidance. The Digital Health Pavilion showcases the latest innovations available in this rapidly changing environment.

Discovery Quest
The Discovery Quest is a fun way for attendees to “learn” something new while exploring the Exhibit Hall. Attendees must correctly answer a question provided by each of the 15 participating exhibitors. Attendees successfully completing the Discovery Quest are entered into a daily prize drawing for one of five iPad Minis.

Professional Headshots
Having a current headshot is vital due to recent advances in social media and online communication channels. The ATS offers attendees and exhibitors the ability to get a headshot taken by a professional photographer. This was an overwhelming success in 2016 with almost 700 attendees taking part.
Power Breaks in the Networking Hubs

Four Networking Hubs are located throughout the Exhibit Hall. Comfortable furniture entices attendees to meet and network with colleagues, peers, and friends. Complimentary coffee and energy-rich snacks are served twice a day to power up attendees.

Complimentary VIP Customer Exhibit Hall Only Registration

Each exhibiting company receives five complimentary VIP Customer Exhibit Hall Only Registrations. If you have potential customers living in or around the Washington, DC area, the VIP Customer Exhibit Hall Only Registration is the best way to get them to your booth. Use the link on the exhibitor registration page to send out invitations and track who has registered using your link. The VIP Customer Exhibit Hall Only Registration provides access into the Exhibit Hall only and cannot be used to access sessions. Additional VIP Customer Exhibit Hall Only Registrations are available for $50 each.

ATS DIGITAL ADVERTISING ON THE INTERACTIVE FLOORPLAN AND ONLINE EXHIBITOR DIRECTORY

Digital Advertising

For ATS 2016, exhibitors were viewed over 26,000 times on the Interactive Floorplan and Online Exhibitor Directory. Start attracting attendee attention months before the conference by upgrading your listing. Exhibitors put a lot of attention into making their booth noticeable. Get on the attendees “must see” list by upgrading your listing.

Exhibitors taking the Platinum package were viewed 4 times more than exhibitors with a basic listing. (ATS 2016)

<table>
<thead>
<tr>
<th>Gold Package - $500</th>
<th>Platinum Package - $1,250</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Company logo</td>
<td>• Includes the Gold package</td>
</tr>
<tr>
<td>• 4 product images with descriptions</td>
<td>• Priority placement at the top of all online searches</td>
</tr>
<tr>
<td>• Access to leads</td>
<td></td>
</tr>
</tbody>
</table>

• 4 video panels (for a total of 8 display panels)
• Inclusion in the Featured Exhibitor Search
• Online booth is highlighted with a corner peel graphic on the Interactive Floorplan
• Your video or image is featured on the home page of the Online Exhibitor Directory

Exclusive Banner Ad on Online Exhibitor Directory Landing page - $5,000 / Early bird $2,995 (ends November 1)

• Includes Platinum Package
• One 180x150 pixel banner ad on the home screen of the Online Exhibitor Directory
• The home screen is displayed on the ATS 2017 conference website
• Live link directs attendees to your exhibitor profile/showcase
• Statistics are available for tracking
• Upload requires a 360x300 static image (jpg or png file preferred)

Digital advertising is available during the application process when booking your booth online. If you have any questions please contact Justin Post from Map Your Show at 513-527-8953 (Monday – Friday 8:00 a.m. to 4:30 p.m. EST) or email jpost@mapyourshow.com.
Connect with the thousands of attendees from around the world interested in clinical trial opportunities that advance pulmonary, critical care, and sleep medicine by reserving space in Clinical Trial Awareness. It is a resource area for organizations looking to discuss clinical trials in progress as opposed to products and services already available.

Positioned in a high-traffic location, it is distinct and separate from all other commercial booths allowing those scientific discussions to happen in a non-commercial environment.

Clinical Trial Awareness provides space for companies to meet one-on-one with attendees to share the latest scientific advances and breakthroughs and to develop dialogues for future partnerships and collaborations.

**How the ATS promotes the Clinical Trial Awareness booths:**

- Listing in the ATS Exhibit Guide
- Listing and write-up in the ATS ePreview sent to 30,000 people
- Daily notifications via the ATS mobile conference app
- Signage placed around the convention center
- A banner and two meterboards identifying this special group of booths

Booth space is $1,100 per 10’ x 10’ and carpeting is provided. Space is limited.

*It is strongly recommended companies purchase the ATS pre-registration attendee list and send a targeted message to attendees in the countries and disease areas of the clinical trials to let them know you want to meet them. The attendee list order form is available in the Freeman exhibitor service manual sent to exhibitors in February.*

The exhibiting hours for Clinical Trial Awareness differ from regular Exhibit Hall hours to maximize attendee traffic.

The hours for Clinical Trial Awareness are as follows:

- **Sunday, May 21** 8:30 a.m. to 4:30 p.m.
- **Monday, May 22** 8:30 a.m. to 4:30 p.m.
- **Tuesday, May 23** 8:30 a.m. to 4:30 p.m.
Digital Health Pavilion

Disruptive technologies – activity trackers, wearable sensors, and mobile apps – are transforming health and wellness. These new personal health solutions, processes, and products are challenging existing models of care delivery and how we think about health. The Digital Health Pavilion explores these technologies in a bold new way.

**Start-up Kiosk: $2,500 (two sided kiosk)**

A turnkey environment for start-up companies to gain valuable insight and feedback on products still in development or gain exposure for a product, technology, or solution brand new to the market.

All you need to bring is your laptop or tablet.

*Includes: One side of kiosk with logos/graphics on kiosk, Internet, electrical, two chairs, and 2 exhibitor registrations.*

**Innovation Kiosk: $4,500 (three sided kiosk)**

The Innovation Kiosk is the most comprehensive way to showcase your transformative technology to attendees. Participation includes a turnkey kiosk and a 15 minute speaking opportunity at the Guru Bar of your choice. The Guru Bar seats 25 people.

*Includes: one side of kiosk, electrical, Internet, two chairs, logo/graphic on kiosk, one 15 minute time slot in the Guru Bar of your choice, and four exhibitor registrations.*

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**Job Recruitment Booths**

Let the ATS help you reach the job candidates you need! With over 13,000 pulmonary, critical care, and sleep specialists in attendance, there is a good chance your next hire could be here. Discounted booth space is available for companies looking to recruit for open positions. Job Recruitment exhibitors are able to select any booth on the exhibit floor.

The 10’ x 10’ booth space includes carpet, a 6ft draped table, and 2 chairs.

**SPACE IS LIMITED! Cost $2,700 per 10’ x 10’ booth space**

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**Purchase a recruitment ad if a booth is not in the budget.**

Don’t have time to send staff to the conference but you still want to reach this targeted audience?

Purchase a recruitment ad in the ATS Exhibit Guide. The ATS Exhibit Guide is distributed to all attendees via the registration bag. All ads are in four color.

<table>
<thead>
<tr>
<th>Ad Size</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>¼ PAGE AD</td>
<td>$800</td>
</tr>
<tr>
<td>½ PAGE AD</td>
<td>$1,500</td>
</tr>
<tr>
<td>FULL PAGE</td>
<td>$3,000</td>
</tr>
</tbody>
</table>

Please contact Maureen Mauer at Ascend Integrated Media at 913-780-6633 or mmauer@ascendintegratedmedia.com for more deadline dates and ad specifications.
The ATS International Conference attracts attendees from all over the world. There were 6,382 professional attendees (46.6%) representing 100 different countries, confirming the ATS’s global attraction. A breakdown of the international attendees by country can be found as part of the ATS 2016 official attendee audit on our website: http://conference.thoracic.org.

It is completely appropriate for international companies without FDA product approval to exhibit at the ATS International Conference. There are, however, a few simple guidelines to which international exhibiting companies should adhere:

- Companies without FDA product approval should clearly indicate on their booth their product is for display purposes only and is not approved for use in the United States.
- Shipping paperwork should indicate the product is for display purposes only.
- It is strongly recommended international companies inform the FDA and U.S. Customs and Border Protection their products are being shipped into the United States for display purposes only, and not for distribution.

For more information, please contact the FDA at 800-638-2041 and U.S. Customs and Border Protection at 877-227-5511.

International exhibitors have the chance to host an International Industry Theater for non-U.S. attendees, giving them the opportunity to learn about products and services available in their respective countries but are not approved in the United States. Attendee badges are color-coded and the ATS provides a security guard to ensure only international attendees are admitted.

Additionally, the ATS offers international exhibitors the opportunity to hold Non-CME evening programs. These programs can either be open to all conference attendees, limited to international attendees only, or invitation-only for your specific delegation.

Finally, make sure to check out Meeting Suites for your on-site, in-the-convention-center meeting, or hospitality needs.
MEETING SPACE AT THE CONVENTION CENTER

Three different options available

MEETING SUITES

Meeting Suites are your complete turnkey solution for meeting space. Rooms include a conference table and chairs, a 32” LCD screen, wireless Internet, electrical, and a ceiling for maximum privacy.

<table>
<thead>
<tr>
<th>Cost 10’ x 20’ 10 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>Full Conference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$900</td>
<td>$1,800</td>
<td>$3,600</td>
<td>$14,000</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,400</td>
<td>$2,300</td>
<td>$4,100</td>
<td>$14,500</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost 20’ x 20’ 20 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>Full Conference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$1,200</td>
<td>$2,400</td>
<td>$4,800</td>
<td>$18,500</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,700</td>
<td>$2,900</td>
<td>$5,300</td>
<td>$19,000</td>
</tr>
</tbody>
</table>

MEETUP ROOMS

Meetup Rooms provide an affordable place for companies to meet with clients, customers, or staff. They include a conference table and chairs. (Audio visual, electrical, and Internet are not included.)

<table>
<thead>
<tr>
<th>Cost 10’ x 20’ 6-8 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>Full Conference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$550</td>
<td>$1,100</td>
<td>$2,200</td>
<td>$8,500</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,050</td>
<td>$1,600</td>
<td>$2,700</td>
<td>$9,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost 20’ x 20’ 12-16 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>Full Conference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$700</td>
<td>$1,400</td>
<td>$2,800</td>
<td>$11,000</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,200</td>
<td>$1,900</td>
<td>$3,300</td>
<td>$11,500</td>
</tr>
</tbody>
</table>

EXPO SUITES

(Available to rent by Exhibitors Only)

Expo Suites are private meeting rooms located in back of the Exhibit Hall. Expo Suites allow exhibitors to customize the interior of the space to meet their needs. Expo Suites are secured from Saturday, May 20th through Tuesday, May 23rd. Please note attendees are only permitted in the Exhibit Hall during regular hall hours.

Included with Expo Suites:
- Private meeting room structure with door (no ceiling)
- Electrical (2000 watts)
- Carpeting
- 18”x18” sign with company logo

Expo Suites Cost:
- 10’ x 10’ Expo Suite: $4,000
- 10’ x 20’ Expo Suite: $5,000
- 20’ x 20’ Expo Suite: $6,000
- 20’ x 30’ Expo Suite: $7,000
EXHIBITOR INFORMATION

EXHIBIT SPACE RATES

$4,300 10’ x 10’ Inline booth space
$4,500 10’ x 10’ Corner booth space
$2,700 10’ x 10’ Recruitment space
$1,100 10’ x 10’ booth space Clinical Trial Awareness or Non-profit rate*

$45.00 per square foot for Island Booths
(spaces 20’ x 20’ and larger)

*Non-profit rate is subject to availability. Proof of non-profit status for all new organizations must be submitted to Stacy McManus at smcmanus@thoracic.org.

REFUND/CANCELLATION/DOWNSIZING

• Notice of cancellation and/or downsizing must be received in writing.
• A refund minus the cancellation fee of 20% of the total booth price is available until February 3, 2017. After February 3, 2017, there are no refunds and the full balance is due.
• For downsizing, half of the priority points for the year are forfeited.
• The ATS retains the right to relocate an exhibitor after downsizing.
• The ATS can sell cancelled or downsized space to another exhibitor without any rebate or permission.

ATS 2017 MATERIAL HANDLING RATES

Advance shipment to warehouse $139.50 CWT
Direct shipments to convention center $129.50 CWT

Material handling rates are straight time, blended composite rates which include any special handling or loose/uncrated surcharges. There is a 100 lb. minimum per shipment. Additional details can be found in the Exhibitor Services Manual.

ATS 2017 LABOR RATES

Straight time $107.50 per hour
Overtime $159.25 per hour

TENTATIVE EXHIBIT HALL HOURS*

Sunday, May 21, 2017 10:30 a.m. to 3:30 p.m.
Monday, May 22, 2017 10:30 a.m. to 3:30 p.m.
Tuesday, May 23, 2017 10:30 a.m. to 3:30 p.m.

SET-UP*

Friday, May 19, 2017 8 a.m. to 5 p.m.
Saturday, May 20, 2017 8 a.m. to 5 p.m.

All booths and materials must be set up by 5 p.m. on Saturday. Any booth unoccupied by 5 p.m. on Saturday, May 20, are regarded as a no show and the contract to exhibit is terminated unless ATS has pre-authorized a late set-up. All freight is removed and returned to the loading dock at the exhibitor’s expense.

DISMANTLING*

Due to the posters and the exhibits being located together dismantle can not start until the poster session ends at 4:30 p.m. Dismantling or tearing down exhibits prior to the official close of the exhibition is prohibited and results in the loss of priority points and future access to the attendee registration list rental.

*Times are subject to change. The ATS will notify exhibitors of any changes.

THE ATS EXHIBITS TEAM

Stacy McManus, CEM
Director, Corporate Alliances & Exhibition Operations
212-315-8699 | smcmanus@thoracic.org

Shannon Payne
Assistant Manager, Corporate Alliances & Exhibition Operations
212-315-8605 | spayne@thoracic.org

Steven Strom
Exhibit Sales Associate
661-615-3515 | strom@thoracic.org

Michelle Turenne
Chief, Corporate Affairs & Business Development
212-315-6448 | mturenne@thoracic.org

OFFICIAL ATS VENDORS

GENERAL SERVICE CONTRACTOR
Freeman
909 Newark Turnpike
Kearny, NJ 07032
201-299-7400

HOUSING
Experient, A Maritz Global Events Company
5202 Presidents Court, Suite G100
Frederick, MD 21703
800-967-8852

Visit http://conference.thoracic.org/exhibitors/index.php for floorplan and online application
INDEPENDENT SERVICE CONTRACTORS
Exhibiting firms may opt to use independent service contractors for installation and dismantling. If such contractors are used, the exhibiting firm is responsible for notifying the ATS of the name and address of the contractor by April 7, 2017. For security purposes any independent service contractors we do not receive notification for will not be permitted to access the Exhibit Hall.

Independent service contractors are responsible for notifying the ATS of the booths they will work in by April 7, 2017. Proof of insurance coverage is also required by that date. If a certificate of insurance is not provided the independent service contractor will not be able to work until it is received.

BOOTH CONSTRUCTION
• Standard booths are limited to 8 ft. background drapes and 3 ft. side drapes. The maximum height of an in-line exhibit is 8 ft. and may extend only 5 ft. from the back wall. The remaining 5 ft. must not exceed 4 ft. high.
• For islands, 20 ft. is the maximum height permitted, and there must be access from all four sides with a 30% see through effect from all four sides of the booth. All island booths must submit the booth layout for approval no later than April 7, 2017. The layouts must include the dimensions and elevations of all booth components.
• Contact Stacy McManus, CEM at smcmanus@thoracic.org for specifics and approval of two-story exhibits or if a variance is needed.
• All booths must be fully carpeted or have floor covering for the entire booth space.
• The maximum height for the top of any banner is 22 ft.

REGISTRATION
Convention Data Services (CDS)
1-866-635-3582
Customer Service representatives are available from 9 a.m. to 5 p.m. (EST)

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Any questions? Please contact:
Stacy McManus, CEM
Director, Corporate Alliances & Exhibition Operations
Email: smcmanus@thoracic.org
Phone: 212-315-8699 | Fax: 212-315-8653
IMPORTANT DATES TO REMEMBER

NOVEMBER 16, 2016
- Exhibitor housing and registration open

DECEMBER 14, 2016
- Phase 1 attendee registration and housing opens

JANUARY 19, 2017
- Phase 2 attendee registration opens – includes all sessions, courses, and workshops

FEBRUARY 3, 2017
- Final payment due for exhibit space
- “No Refund” policy goes into effect
- Link to the Exhibitor Service Manual distributed to contracted and fully paid exhibitors

MARCH 7, 2017
- Company description and product category selection due for printed ATS Exhibit Guide and Online Exhibitor Directory

APRIL 7, 2017
- Notification due regarding intent to use outside contractors and proof of insurance from contractor
- Tanks of compressed gas forms due
- Promotional give-away approval deadline (written approval required)
- Exhibitor directory information deadline for inclusion in the official ATS Exhibitor Addendum

FUTURE DATES

2018
- May 18-23
- San Diego, CA

2019
- May 17-22
- Dallas, TX

2020
- May 15-20
- Philadelphia, PA

ATS 2016 EXHIBITORS

3D Systems, Healthcare
Abbott Nutrition
Actelion Pharmaceuticals US Inc.
Adherium Limited
ADInstruments
Aerocrine / Circassia
Allergy & Asthma Network
ALLIANCE TECH MEDICAL, INC.
Alpha-1 Foundation
American Association for Bronchoogy and Interventional Pulmonology
American Board of Internal Medicine
American College of Chest Physicians (CHEST)
Applied BioPhysics, Inc.
AQUAS Pure Air & Water
Aragen Bioscience, Inc.
ARDS Foundation
Asian Pacific Society of Respirology
Asociacion Argentina de Medicina Respiratoria
Asociacion Latinoamericana de Torax - ALAT
Associates of Cape Cod, Inc.
Asthma and Allergy Foundation of America
AstraZeneca
Avery Biomedical Devices
B. Braun Interventional Systems, Inc.
Baxalta US Inc.
Bayer HealthCare
BD
Benson Medical Instruments Co
Biosesix, Inc.
bioMerieux, Inc.
Boehringer Ingelheim Pharmaceuticals, Inc.
Boston Medical Products / Novatech
Boston Scientific Corporation
Brazilian Thoracic Society
BresoTec Inc.
British Thoracic Society
Broncus Medical, Inc.
Bruker BioSpin
BTG
Canadian Thoracic Society
Cell Biologics, Inc.
Cempra, Inc.
Cepheid
Cheetah Medical
Children's Hospital Colorado
Children's Interstitial & Diffuse Lung Disease Foundation (CHILD)
Cincinnati Children's Hospital
Cogentix Medical
Cognita Labs
Cohero Health
ATS 2016 EXHIBITORS (continued)

COOK MEDICAL
COPD Foundation
COSMED
CRC Press / Taylor & Francis Group LLC
CSL Behring
Data Sciences International (DSI)
Dolores Speech Products
Doximity
Eastern Pulmonary Conference
ECO MEDICS - ECO PHYSICS
Electromed, Inc.
Elsevier
ERBE USA
ERT
European Respiratory Society
Extracorporeal Life Support Organization (ELSO)
FibroGen, Inc.
Fidelity d.o.o.
Fisher & Paykel Healthcare Inc.
FLUIDDA NV
Forum for International Respiratory Societies (FIRS)
Foundation for Sarcoidosis Research
FUJIFILM Medical Systems U.S.A., Inc.
Futuremed
Ganshorn LLC
Genentech, Inc.
Gilead Sciences Inc.
GlaxoSmithKline
Global Asthma Network
Great Lakes Orthodontics Ltd.
Grifols USA, LLC
Hans Rudolph, Inc.
Hayek Medical Devices
Healio Pulmonology by SLACK Incorporated
Hill-Rom
Hsiner Co., LTD
Huntsville Hospital Heart Center
ICC Healthcare
Imbio, LLC
Inamed GmbH
Indian Chest Society
Infinite Therapeutics
Insmed Incorporated
Inspire Medical Systems
International Institute for the Advancement of Medicine
International Society for Aerosols in Medicine
Irish Thoracic Society
Itamar Medical
Janssen Pharmaceuticals, Inc.
Japanese Respiratory Society
Journal of Thoracic Disease
Kaiser Permanente
Kreg Therapeutics
Krygyz Thoracic Society (KTS)
Lexington Medical Center
Lovelace Respiratory Research Institute
Lung Biotechnology
Lung Transplant Foundation
Lymphangiomatosis & Gorham's Disease Alliance
Mallinckrodt Pharmaceuticals
Meda Pharmaceuticals
Medical Decision Network
MedQIA
Medtronic
Memorial Healthcare System
Metamason, Inc.
Methapharm, Inc.
MGC Diagnostics
Micro Direct, Inc.
MICROBASE TECHNOLOGY CORP.
Milenyi Biotec
MIR - Medical International Research
Monaghan Medical Corporation
Morgan Scientific Inc.
Mount Sinai - National Jewish Health Respiratory Institute
Mylan Inc.
National Board for Respiratory Care, Inc.
National Death Index
National Disease Research Interchange
National Heart, Lung, and Blood Institute
National Institute of Environmental Health Sciences (NIEHS)
National Jewish Health
NCSS, LLC
ndd Medical Technologies Inc.
NeillMed Pharmaceuticals
NeuWave Medical
Niveus Medical
Nonin Medical Inc.
Nova Biomedical
Novartis
nSpire Health
NTM Info & Research, Inc.
Olympus America, Inc.
PAH.tv
Pan African Thoracic Society
Patient Services Inc.
PCD Foundation
Penn State Health Milton S. Hershey Medical Center
Pfizer, Inc.
pfm medical inc.
Philips Respironics
PneumaCare Limited
Pneumonia Journal
PracticeLink
PromoCell GmbH
Propeller Health
Pulmonary Fibrosis Foundation
Pulmonary Hypertension Association
Pulmonx
Rare Lung Diseases Consortium
Reata Pharmaceuticals
Regeneron Pharmaceuticals/Sanofi
Relapsing Polychondritis Awareness and Support Foundation, Inc.
ResMed Corp.
Richard Wolf Medical Instruments Corporation
Saint Francis Health System
SCIREQ - an emka TECHNOLOGIES company
Scleroderma Foundation
Seegene Technologies
seven dreamers laboratories, inc.
SleepImage
SNBL Clinical Pharmacology Center, Inc.
Sociedad Española de Neumología y Cirugía Torácica (SEPAR)
SomaLogic, Inc.
Sommetrics, Inc.
SOMNOmedics America
SonoSite FujiFilm
SoutheastHEALTH
Spiration, Inc.
St. Joseph's Hospital And Medical Center
STEMCELL Technologies, Inc.
Sunovion Pharmaceuticals Inc.
Sutter Gould Medical Foundation
Synapse Biomedical Inc.
TEVA Respiratory
The Dental and Physician Sleep Network
The Intensivist Group
The JAMA Network
The LAN Foundation
The Lancet
THORASYS Thoracic Medical Systems Inc
TSI Healthcare
Turkish Thoracic Society
U.S. Environmental Protection Agency
United Therapeutics Corporation
Veracyte
Veran Medical Technologies
Vertex Pharmaceuticals
VIDA Diagnostics, Inc.
Vitalograph
Wolters Kluwer Health
Applications & floor plans available at
http://conference.thoracic.org