

V. Prices and Payment Due Dates

(All charges are net amounts in EUR subject to VAT)

Payment for all services listed below due by: **January 10, 2014**

Exception: the processing fee is due upon registration!

For invoices issued after this due date, the full amount shall be payable in 7 days of the invoice date, or by the date stated on the invoice.

Participation fee calculation Option 1

Standard package (stand w/o setup, but including general, PR & promotion services):

Processing fee + basic rent + surcharges on the basic rent + standard services + fee for inclusion of any co-exhibitors

The fees for participation in **HANNOVER MESSE 2014** are based on the due dates for payment of the various services listed below, in accordance with the agreement executed between Deutsche Messe and the exhibitor. See Section III-7 (Terms of Payment) for detailed calculation of the charges.

Processing fee			
Processing fee	fixed fee	€	320.00
Basic rent			
Hall			
Application form received by April 19, 2013 (direct booking rate*)	per m ² stand space	€	190.00
Application form received from April 20 to Sept. 15, 2013 (early booking rate)	per m ² stand space	€	197.00
Application form received as of Sept. 16, 2013 (standard rate)	per m ² stand space	€	204.00
Application form received on Feb. 1, 2014 or later (surcharge)	per m ² stand space		5%
Open-air site			
Application form received by Sept. 15, 2013 (early booking rate)	per m ² stand space	€	75.00
Application form received as of Sept. 16, 2013 (standard rate)	per m ² stand space	€	79.00
Application form received on Feb. 1, 2014 or later (surcharge)	per m ² stand space		5%
Surcharges on the basic rent			
Marketing fee (See Conditions for Participation, Part II, Section 1.3.1)	per m ² stand space	€	33.00
Discounted marketing fee for floor space in excess of 1,000 m ²	per m ² stand space	€	14.00
Usable space on the upper floor of two-storey stands	per m ² of usable space	€	83.00
Surcharges for extra open sides of a hall stand:			
Corner stand (open on 2 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		25%
End stand (open on 3 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		40%
Island stand (open on 4 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		60%
Inclusion of co-exhibitors			
Charge for co-exhibitors	per co-exhibitor	€	830.00
Marketing fee for co-exhibitors (See Conditions for Participation, Part II, Section 1.3.1)	per co-exhibitor	€	320.00
Standard Services			
Minimum charge for power hookup (billed along with other services) (See Conditions for Participation, Part II, Section 1.2)	fixed fee	€	85.00
Advance payment for services			
Advance payment for services: halls	per m ² stand space	€	25.00
Advance payment for services: open-air site	per m ² stand space	€	10.00

For your use

* Exhibitors of HANNOVER MESSE 2013 who send in their binding application for HANNOVER MESSE 2014 by April 19, 2013 are eligible for this rate.

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Participation fee calculation Option 2

fair package (stand with setup, plus additional key services):

Processing fee + basic rent + surcharges on the basic rent + fee for inclusion of any co-exhibitors + surcharges for a fair package

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Processing fee				For your use	
Processing fee	fixed fee	€	320.00		
Basic rent					
Hall					
Application form received by April 19, 2013 (direct booking rate*)	per m ² stand space	€	190.00		
Application form received from April 20 to Sept. 15, 2013 (early booking rate)	per m ² stand space	€	197.00		
Application form received as of Sept. 16, 2013 (standard rate)	per m ² stand space	€	204.00		
Application form received on Feb. 1, 2014 or later (surcharge)	per m ² stand space		5%		
Surcharges on the basic rent					
Marketing fee (See Conditions for Participation, Part II, Section 2.4.1)	per m ² stand space	€	33.00		
Surcharges for extra open sides:					
Corner stand (open on 2 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		25%		
End stand (open on 3 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		40%		
Island stand (open on 4 sides) for the first 120 m ² of applicable basic rent	per m ² stand space		60%		
Inclusion of co-exhibitors					
Charge for co-exhibitors	per co-exhibitor	€	830.00		
Marketing fee for co-exhibitors (See Conditions for Participation, Part II, Section 2.4.1)	per co-exhibitor	€	320.00		
Surcharges for a fair package					
Basic:	For services per m ² of stand space	per m ² stand space	€	101.00	
	plus lump-sum service charge	fixed fee	€	372.00	
Basic*:	For services per m ² of stand space	per m ² stand space	€	101.00	
	plus lump-sum service charge	fixed fee	€	1,630.00	
Comfort:	For services per m ² of stand space	per m ² stand space	€	118.00	
	plus lump-sum service charge	fixed fee	€	1,630.00	
Comfort*:	For services per m ² of stand space	per m ² stand space	€	118.00	
	plus lump-sum service charge	fixed fee	€	4,580.00	
Premium Style:	For services per m ² of stand space	per m ² stand space	€	143.00	
	plus lump-sum service charge	fixed fee	€	4,580.00	
Premium Trend:	For services per m ² of stand space	per m ² stand space	€	143.00	
	plus lump-sum service charge	fixed fee	€	4,580.00	

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