IV. 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, 2018

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

Standard package:

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 2018** 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				For your use
Processing fee	fixed fee	€	340.00	
Basic rent				
Hall				
Application form received by May 5, 2017 (direct booking rate*)	per m² stand space	€	213.00	
Application form received from May 6 to Sept. 15, 2017 (early booking rate)	per m² stand space	€	220.00	
Application form received as of Sept. 16, 2017 (standard rate)	per m² stand space	€	227.00	
Application form received on Feb. 1, 2018 or later (surcharge)	per m² stand space		5%	
Open-air site				
Application form received by Sept. 15, 2017 (early booking rate)	per m² stand space	€	83.00	
Application form received as of Sept. 16, 2017 (standard rate)	per m² stand space	€	87.00	
Application form received on Feb. 1, 2018 or later (surcharge)	per m² stand space		5%	
Surcharges on the basic rent				
Marketing fee		_		
(See Conditions for Participation, Part II, Section 1.3.1)	per m² stand space	€	37.00	
Discounted marketing fee for floor space in excess of 1,000 m ²	per m ² stand space per m ² of usable	€	18.00	
Usable space on the upper floor of two-storey stands	space	€	91.00	
Surcharges for extra open sides of a hall stand:				
Corner stand (open on 2 sides) for the first 120 m² of applicable basic rent	per m² stand space		25%	
End stand (open on 3 sides) for the first 120 m² of applicable basic rent	per m² stand space		40%	
Island stand (open on 4 sides) for the first 120 m² of applicable basic rent	per m² stand space		60%	
Inclusion of co-exhibitors				
Charge for co-exhibitors	per co-exhibitor	€	910.00	
Marketing fee for co-exhibitors				
(See Conditions for Participation, Part II, Section 1.3.1)	per co-exhibitor	€	340.00	
Standard Services				
Minimum charge for power hookup (billed along with other services)				
(See Conditions for Participation, Part II, Section 1.2)	fixed fee	€	123.00	
1 / / /				
Advance payment for services				
Advance payment for services: halls	per m² stand space	€	25.00	
Advance payment for services: open-air site	per m² stand space	€	10.00	

^{*} Exhibitors of HANNOVER MESSE 2017 who send in their binding application for HANNOVER MESSE 2018 to Deutsche Messe by May 5, 2017 are eligible for this rate.

IV. 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, 2018

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

fair package:

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

The fees for participation in **HANNOVER MESSE 2018** 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	€	340.00
Basic rent				
Hall				
Application forn	n received by May 5, 2017 (direct booking rate*)	per m² stand space	€	213.00
Application forn	n received from May 6 to Sept. 15, 2017 (early booking rate)	per m² stand space	€	220.00
Application forn	n received as of Sept. 16, 2017 (standard rate)	per m² stand space	€	227.00
Application forn	n received on Feb. 1, 2018 or later (surcharge)	per m² stand space		5%
	the basic rent			
	or Participation, Part II, Section 2.4.1)	per m² stand space	€	37.00
Surcharges for e	•			
	en on 2 sides) for the first 120 m² of applicable basic rent	per m² stand space		25%
` .	on 3 sides) for the first 120 m² of applicable basic rent	per m² stand space		40%
	n on 4 sides) for the first 120 m² of applicable basic rent	per m² stand space		60%
Inclusion of co				<u>: </u>
Charge for co-exh Marketing fee for		per co-exhibitor	€	910.00
(See Conditions for	or Participation, Part II, Section 2.4.1)	per co-exhibitor	€	340.00
Surcharges for	r a fair package			
Basic:	For services per m² of stand space	per m² stand space	€	92.00
	plus lump-sum service charge	fixed fee	€	961.00
Comfort:	For services per m² of stand space	per m² stand space	€	139.00
	plus lump-sum service charge	fixed fee	€	877.00
Premium:	For services per m² of stand space	per m² stand space	€	259.00
	plus lump-sum service charge	fixed fee	€	429.00

Fo	r your use

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