

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 m ² stand space	€	213.00	
Application form received from May 6 to Sept. 15, 2017 (early booking rate)	per m ² stand space	€	220.00	
Application form received as of Sept. 16, 2017 (standard rate)	per m ² stand space	€	227.00	
Application form received on Feb. 1, 2018 or later (surcharge)	per m ² stand space		5%	
Open-air site				
Application form received by Sept. 15, 2017 (early booking rate)	per m ² stand space	€	83.00	
Application form received as of Sept. 16, 2017 (standard rate)	per m ² stand space	€	87.00	
Application form received on Feb. 1, 2018 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	€	37.00	
Discounted marketing fee for floor space in excess of 1,000 m ²	per m ² stand space	€	18.00	
Usable space on the upper floor of two-storey stands	per m ² of usable space	€	91.00	
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	€	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	
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	

* 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.

