

5. Prices and Fees ILA 2012

ILA Berlin Air Show, 11-16 September 2012
Berlin Brandenburg Airport
Exhibition Grounds

1 General

Registrations received by 31 January 2012 qualify for a 10% Early Bird Discount on the stand rental (except for chalet rental and aircraft). The qualifying date is the date of receipt of form 1.1 by Messe Berlin GmbH.

Full BDLI members are entitled to a discount of 6% on the basic stand rental.

All quoted prices are subject to statutory value - added tax.

The stand or room rental is included in basic packages A-G, which is described on this and the next pages.

The Advertising Box is a compulsory part of basic packages A-G and is charged in relation to the stand size (with the exception of aircraft and conferences), as follows:

- Starter package
for main exhibitors renting up to 20 m² of exhibition space and aircraft 5.7 t max. allowable take-off weight
EUR 399.00 plus VAT
- Classic package
for main exhibitors renting 21 m² to 80 m² exhibition space
EUR 699.00 plus VAT
- Premium package
for main exhibitors renting more than 80 m² and chalet renters
EUR 999.00 plus VAT

In the case of multiple orders of exhibition space and more than one aircraft, the Advertising Box is charged once only for the highest value package.

As an organization of German trade fair industry, AUMA (Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e. V., Berlin) represents the interests of exhibitors, visitors and organizers. Further information about AUMA services is available from:
www.auma-messe.de, www.auma-fairs.com,
www.auma-ferias.com, www.auma-salons.com.

The rental space is rounded up to the next complete square meter.
On multi-storey stands, a surcharge of 75% of the row stand price will be applied to the upper storey area.

Direct sales

Exhibitors wishing to make direct sales of small goods, magazines, books, model aircraft etc. must obtain written permit from Messe Berlin GmbH, which is chargeable at a fixed price of EUR 300.00 (plus VAT).

2 Indoor displays

The minimum indoor rental space is 9 m². For ILA 2012, basic package A can be booked with the following choice of stand types:

A Stand rental for basic indoor package (items A1 to A7 inclusive)

A1 Indoor stand rental:

- Row stand, one side open
EUR 330.00/m²
- Corner stand, two sides open
EUR 350.00m²
- Peninsula stand, three sides open
EUR 370.00/m²
- Island stand, four sides open
EUR 375.00/m²

A2 Compulsory Advertising Box (see section 2)

- Main exhibitors renting up to 20 m² space and aircraft from 5.7 t max. allowable take-off weight - Starter package
EUR 399.00
- From 21 m² to 80 m² - Classic package
EUR 699.00
- Over 80 m² and chalets - Premium package
EUR 999.00

A3 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m².

A4 AUMA fee: EUR 0.60/m²

A5 Energy lump sum

A6 Infrastructure services

A7 Hall security service

3 Chalet rental

Basic package B can be booked for a presentation in the chalet area:

B Basic chalet package (items B1 – B7 inclusive)

- B1** Chalet rental, excluding stand construction
 - Single chalet, 100 m²
EUR 39,000.00

- Double chalet, 200 m²
EUR 72,500.00
- Triple chalet, 300 m²
EUR 99,750.00
- More than three chalets
separate offer

B2 Compulsory Advertising Box (see section 2) All chalet renters - Premium package EUR 999.00

B3 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m²: Single chalet - 11 passes Double chalet - 21 passes Triple chalet - 31 passes

B4 AUMA fee: EUR 0.60/m²

B5 Energy lump sum

B6 Infrastructure services

B7 Two VIP parking passes for two vehicles, including use of the VIP gate and permits to park directly in front of the chalets.

4 Outdoor displays

The minimum outdoor rental space is 9 m², with a rental charge of EUR 187.00/m².

Renting outdoor space

Basic package C is available for pavilions up to 3 m height or over 3 m height (approval required), stands, marquee structures or any otherwise occupied open space (e.g. by mobile homes, ground service and flight operation equipment), non-operational aircraft and mock-ups:

C Basic outdoor/building package (items C1 – C5 inclusive)

- C1** Outdoor stand rental, building:
 - Outdoor space **without** aircraft
EUR 187.00/m²
 - Building in the outdoor area or in the chalet row
up to 3 m height (requiring approval)
EUR 195.00/m²
 - Building in the outdoor area or in the chalet row
higher than 3 m (requiring approval)
EUR 230.00/m²
 - Container
If not available, containers must be ordered separately from the Exhibitor manual on the order form.

- Trailer
If not available, trailers must be ordered separately from the Exhibitor manual on the order form.

C2 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m².

C3 AUMA fee: EUR 0.60/m²

C4 Compulsory Advertising Box (see section 2)

- Main exhibitors renting up to 20 m² space and aircraft from 5.7 t max. allowable take-off weight - Starter package
EUR 399.00 plus VAT
- From 21 m² to 80 m² - Classic package
EUR 699.00 plus VAT
- Over 80 m² and chalet - Premium package
EUR 999.00 plus VAT

C5 Infrastructure services and Hall security services

The rental space required for non-operational aircraft and mock-ups is calculated from the fuselage length multiplied by the wing span or the rotor diameter.

Exhibiting operational aircraft

Lump sum charge for outdoor exhibition of operational aircraft (registered and with flight insurance** for the relevant flight operations) are:

- Unpowered aircraft EUR 325.00
- MTOW below 750 kg EUR 560.00
- MTOW from 750 kg to 2 t* EUR 1,325.00
- MTOW from 2 t to 5.7 t* EUR 2,450.00
- MTOW from 5.7 t to 20 t* EUR 4,000.00
- MTOW from 20 t to 40 t* EUR 4,600.00
- MTOW from 40 t – 60 t* EUR 7,000.00
- MTOW over 60 t* EUR 9,500.00

* Powered aircraft

** Proof of insurance is to be submitted to the ILA Flight Directorate.

Any exhibitor wishing to rent an outdoor area larger than required to exhibit the registered operational aircraft (multi-purpose rental) is required to make a separate rental agreement with the Rental Services Department.

5 Landing fees (exhibits)

Landing fees for aircraft with an MTOW of less than 5.7 t are included in the exhibitor's fee. A landing fee will be charged for all aircraft with an MTOW of more than 5.7 t. The landing fee is calculated according to the maximum permissible take-off

weight of the aircraft. The fee will be provided of a later time.

6 List of fees for aircraft ground handling services

These services can be requested/ordered from the display managers or through their office in the display tower. The organizer will invoice the exhibitor/ordering party for the services.

List of fees will be provided at a later time.

7 Landing and parking fees for aircraft used to transport personnel and materials

Landing and parking fees for aircraft used by exhibitors to transport personnel and materials, but not registered as exhibits, are calculated on the basis of the maximum take-off weight (MTOW).

When coordinated with the event organizer, these aircraft may be parked within the exhibition grounds or surrounding area, if sufficient space is available.

List of fees will be provided at a later time.

Other flight operating costs

- Exhibitors will be invoiced for air traffic control fees separately by Deutsche Flugsicherung.
- Payments for fuel, lubricants and other products and services (e.g. aircraft interior cleaning, catering) are to be made directly to the supplier at the time of delivery.
- Should exceptional measures be required to ensure smooth flight operations or to comply with safety requirements, these must be coordinated promptly with Messe Berlin GmbH. Expenses incurred will be charged to the exhibitor.

8 Exhibiting in the International Suppliers Center (ISC)

Shell scheme stands and exhibition space according to the indoor stand rental can be booked with basic package D:

D International Suppliers Center Basic package (items D1 – D7 inclusive)

D1 Stand rental for shell scheme stands and exhibition space according to the indoor stand rental:

- 9 m² single shell scheme stand
EUR 4,350.00
- 18 m² double shell scheme stand
EUR 7,950.00
- 27 m² triple shell scheme stand
EUR 10,750.00

Stand construction and equipment as per International Suppliers Center segment brochure, see www.isc-ila.com. Individual exhibition space excluding construction as per Prices and Fees, section 5:

- Row stand, one side open
EUR 330.00/m²
- Corner stand, two sides open
EUR 350.00/m²
- Peninsula stand, three sides open
EUR 370.00/m²
- Island stand, four sides open
EUR 375.00/m²

D2 Compulsory Advertising Box (see section 2) for all exhibitors Starter package EUR 399.00 (included in the shell scheme stand rental)

D3 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m².

D4 AUMA fee: EUR 0.60/m² (included in the shell scheme stand rental)

D5 Energy lump sum

D6 Infrastructure services

D7 Hall security service

9 Exhibition in the ILA HeliCenter

Shell scheme stands and exhibition space according to the indoor stand rental can be booked with basic package E:

E ILA HeliCenter Basic Package (Items E1 - E7 inclusive)

E1 Stand rental for shell scheme stands and exhibition space according to the indoor stand rental:

- 9 m² single shell scheme stand
EUR 3,950.00
- 18 m² double shell scheme stand
EUR 7,250.00
- 27 m² triple shell scheme stand
EUR 9,950.00

Stand construction and equipment as per ILA HeliCenter segment brochure see www.ila-berlin.com

Individual exhibition space excluding construction as per Prices and Fees, section 5.

- Row stand, one side open
EUR 330.00/m²

- Corner stand, two sides open
EUR 350.00/m²
- Peninsular stand, three sides open
EUR 370.00/m²
- Island stand, four sides open
EUR 375.00/m²

E2 Compulsory Advertising Box (see section 2) for all exhibitors Starter package
EUR 399.00 (included in the shell scheme stand rental)

E3 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m².

E4 AUMA fee: EUR 0.60/m² (included in the shell scheme stand rental)

E5 Energy lump sum

E6 Infrastructure services

E7 Hall security service

10 Exhibiting in the ILA CareerCenter

Shell scheme stands, exhibition space according to the indoor stand rental, lecture time of different durations, tour time can be booked with basic package F:

F Basic ILA CareerCenter/Lecture time/ CareerCenter tour participation on the ILA area (items F1 – F7 inclusive)

F1 Stand rental for shell scheme stands and exhibition space, Lecture time and Tour time:

- 9 m² single shell scheme stand
EUR 2,700.00
- 18 m² double shell scheme stand
EUR 5,000.00
- 27 m² triple shell scheme stand
EUR 7,300.00

Stand construction and equipment as per ILA CareerCenter segment brochure, see www.ila-careercenter.com.

Exhibition space excluding construction, as per Prices and Fees, section 5:

- Row stand, one side open
EUR 170.00/m²
- Corner stand, two sides open
EUR 190.00/m²
- Peninsula stand, three sides open
EUR 210.00/m²
- Island stand, four sides open
EUR 230.00/m²
- Lecture time, 30 minutes:
EUR 250.00
EUR 150.00 for Exhibitor

- Lecture time, 60 minutes:
EUR 400.00
EUR 250.00 for Exhibitor
- Tour time, 15 minutes:
EUR 150.00
EUR 100.00 for Exhibitor

F2 Compulsory Advertising Box (see section 2) for all exhibitors - Starter package
EUR 399.00 (included in the shell scheme stand rental)

F3 Exhibitor passes are provided as follows: 3 passes for up to 20 m² of exhibition space, one extra pass for each additional 10 m².

F4 AUMA fee: EUR 0.60/m² (included in the shell scheme stand rental)

F5 Energy lump sum

F6 Infrastructure services

F7 Hall security service

11 Conferences

The conference area is designed to accommodate various sizes of conferences, workshops, product presentations or receptions. These can be registered with basic package G as follows:

G Basic Conference package (items G1 – G5 inclusive)

G1 Room rental

- Conference or workshop
- Company or product presentation
- Reception in the foyer of the ILA Conference Center

To reserve meeting rooms in the ILA Conference Center:

	Room rate all day
up to 24 participants	EUR 600.00
up to 50 participants	EUR 1,400.00
up to 70 participants	EUR 1,500.00
up to 100 participants	EUR 1,700.00
up to 175 participants	EUR 2,200.00
up to 200 participants	EUR 2,500.00
up to 280 participants	EUR 3,000.00

	Room rate half day
up to 24 participants	EUR 400.00
up to 50 participants	EUR 900.00
up to 70 participants	EUR 1,000.00
up to 100 participants	EUR 1,200.00
up to 175 participants	EUR 1,500.00
up to 200 participants	EUR 1,700.00
up to 280 participants	EUR 2,000.00

Detailed information can be found in the Conference segment brochure, see www.ila-berlin.com

G2 Energy lump sum

G3 Infrastructure services and room cleaning

G4 Hall security service

G5 Technical equipment: seats, screens, flip chart
Rooms with capacities over 50 seats: also include lectern and a microphone system.

Additional conference equipment can be ordered from Messe Berlin at an extra charge.