

## EXHIBITOR CHARGES FOR DEFEXPO 2020

1. **Registration charges.** Non-refundable registration fee of INR 30,000 + 18% IGST will be charged towards exhibitor registration, which would be adjusted against space booking charges. If no space is booked then registration fee would be forfeited.

### 2. **Exhibitor Definition**

(a) **Indian Exhibitor.** Exhibitors who promote and display Indian or “Make in India” defence products are defined as Indian Exhibitor and rates for “Indian Exhibitor (INR)” are applicable for them.

(b) **Foreign Exhibitor.** Exhibitors who promote and display technology and defence products manufactured outside India are defined as Foreign Exhibitor and rates for “Foreign Exhibitor (INR)” are applicable for them.

### 3. **Space Charges**

#### (a) **Early bird discount rates for booking upto 31.10.2019**

Type of Space	Foreign Exhibitor (In INR) #	Indian Exhibitor(In INR)
Raw Space - Indoor	50,500/- (per sqm)	22,500/- (per sqm)
Shell Space -Indoor	61,500/- (per sqm)	27,000/- (per sqm)
Outdoor Space	25,500/- (per sqm)	12,000/- (per sqm)

# : Refer para 10 (c)

**Note:** 18% IGST will be charged extra

(b) **Advance Payment.** 25% of the space charges are to be paid within 7 days of making provisional booking else provisional booking will get auto-cancelled by the system and space would be made available for other exhibitors.

(c) **Full Payment.** Bookings which avail early bird discounts in Oct 2019 will need to make full payment before 15 Dec 19, failing which they will have to pay 2% penalty charges, for balance amount payable.

(d) **Bulk Discount.** For bulk booking, stalls have been created from 105 sqm and above. Bulk discount of 2% will be applicable for booking space greater than 105 sqm before 31.10.2019.

#### 4. Space Charges

(a) Early bird discount rates for Booking from 01.11.2019 to 30.11.2019

Type of Space	Foreign Exhibitor (In INR)#	Indian Exhibitor(In INR)
Raw Space - Indoor	54,000/- (per sqm)	25,000/- (per sqm)
Shell Space -Indoor	65,000/- (per sqm)	30,000/- (per sqm)
Outdoor Space	29,000/- (per sqm)	13,500/- (per sqm)

# : Refer para 10 (c)

**Note:** 18% IGST will be charged extra

(b) **Advance Payment.** 25 % of the space charges are to be paid within 7 days of making provisional booking else provisional booking will get auto-cancelled by the system and space would be made available for other exhibitors.

(c) **Full Payment.** Bookings which avail early bird discounts in Nov 2019 will need to make full payment before 15 Dec 19, failing which they will have to pay 2% penalty charges, for balance amount payable.

## 5. Space Charges

### (a) Rates for Booking wef 01.12.2019 onwards

Type of Space	Foreign Exhibitor (In INR)#	Indian Exhibitor(In INR)
Raw Space - Indoor	58,000/- (per sqm)	30,000/- (per sqm)
Shell Space -Indoor	72,000/- (per sqm)	35,000/- (per sqm)
Outdoor Space	36,000/- (per sqm)	15,000/- (per sqm)

# : Refer para 10 (c)

**Note:** 18% IGST will be charged extra

### (b) Advance Payment For bookings made from 01.12.2019 to 31.12.2019.

50% of the space charges are to be paid within 7 days of making provisional booking, else provisional booking will get auto-cancelled by the system and space would be made available for other exhibitors.

### (c) Full Payment For bookings done from 01.12.2019 to 31.12.2019.

Full payment is to be made by 07 Jan 2020 failing which they would need to pay 2% penalty charges for balance amount payable.

### (d) For bookings made from 01.01.2020 onwards.

Full payment is to be made at the time of booking.

## 6. Discounts for MSME.

- MSME will be given 50% discount for booking shell space upto 12sqm at the time of making final payment.
- MSME booking for Shell Space more than 12 sqm is not eligible for any MSME discount.
- MSME has to submit proof of MSME to avail applicable discount.
- Discount to MSME will be given after verification of documents submitted by MSME.

7. **Charges for Chalet**

Type of Space	Foreign Exhibitor (in INR)#	Indian Exhibitor (in INR)
Chalet Single Storey	36,00,000/- (per unit)	23,00,000/- (per unit)
Chalet Double Storey	68,40,000/- (per unit)	45,00,000/- (per unit)

# : Refer para 10 (c)

**Note:**

- (a) 18% IGST will be charged extra.
- (b) Chalet size will be 6m x 12m per unit

8. **Car/Coach Pass Charges**

Car/Coach Pass	Validity	<u>Indian Exhibitor</u>	<u>Foreign Exhibitor</u>
		Amount (in INR)	Amount (in INR)
Car Pass	All exhibition days	2,200/-	4,350/-
Coach Passes (12 Seater & above)	All exhibition days	4,400/-	8,650/-

**Note:** 18% IGST will be charged extra

9. **Catalogue Entry Charges.**

Word Limit	Charges	Remarks
Upto 150 words <b>(Excluding logo)</b>	Free	Each exhibitor will be entitled free catalogue entry (excluding LOGO) upto 150 words. Exhibitors can also get the name of their collaborator / principal / agent / Group Company included in the directory provided they fall in the same line of business.
More than 150 words and upto 300 words <b>(Excluding logo)</b>	Rs 500/-	
Catalogue entry with <b>any word count upto 300 words (with Colour logo)</b>	Rs 2000/-	

**Note :** (a) 18% IGST will be charged extra.

(b) Catalogue Entry Charges payment will be made along with participation charges.

## 10. General Terms and Conditions

- (a) **Cancellation Charges.** In addition to forfeiture of registration charges, Cancellation charges will be as under
- (i) 25% Cancellation charges of the total space charges including IGST, prior to 60 days of the show (upto 05 Dec 2019)
  - (ii) 50% Cancellation charges of the total space charges including IGST, prior to 30 days of the show. (06 Dec 19- 05 Jan 2020)
  - (iii) 100% cancellation charges of the total space charges including IGST, if cancellation is done less than 30 days prior to the show (after 05 Jan 2020)
- (b) Exhibitors who fail to occupy space booked by them during DefExpo2020 will be bound to pay full space charges including GST.
- (c) All payments are to be made by Exhibitors in INR. Only on special cases, where foreign exhibitor is not able to pay in INR, will they be allowed to pay in USD after taking approval.
- (d) **Free Passes for Exhibitor**
- (i) Free Exhibitors passes : 1 per 2 Sqm
  - (ii) Complimentary Business invitee : 1 per 1 Sqm, single entry
  - (iii) Free Car/coach passes : 1 car/coach pass/12 Sqm
  - (iv) No of Inaugural invitees : 2 per exhibitor
  - (v) No of RM dinner invitees : 1 per exhibitor
- (e) All bank charges will be paid by the Exhibitors.
- (f) IGST will be paid by all Exhibitors to DEO and GST return as per regulations will be filed by DEO.
- (g) No TDS amount on Income Tax is to be deducted.